MacWEEK

10 July 1990 Vol. 4 No. 25 WORKSTATION NEWS

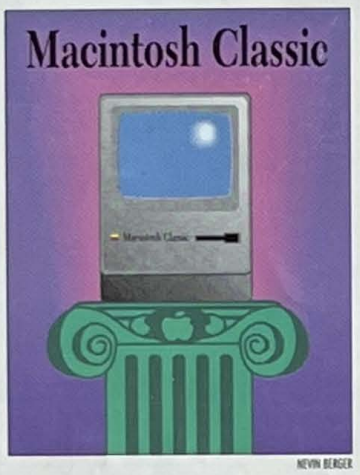
THE WEEK IN REVIEWS
◆ LOW-COST COLOR BOARDS ◆
VIRTUAL & MAXIMA ◆ SPYGLASS
◆ COMPRESSION UTILITIES ◆
MACINUSE ◆ MARCO POLO
◆ INSIDE INFORMATION ◆
MACDRAFT ◆ RIVAL & SAM

Apple shells out $1 million for 'Classic' name

By Daniel Farber

Cupertino, Calif. — It may or may not be "the choice of the new generation," but Apple's new compact Macintosh, due in October, will probably be marketed as "the real thing."

Taking its cue from Coca-Cola Co. rather than CEO John Sculley's former employer Pepsi-Cola Co., Apple is leaning toward Macintosh Classic as the name of the new Mac slated to replace the Mac Plus and SE this fall. In addition,



KEVIN BERGER

the company may use the word "Classic" to describe other members of the compact-Mac family.

Apple already has made a substantial investment in the "Classic"

See Classic, Page 8

Personal lasers ready for output

4-ppm units aimed at small workgroups

By Pamela Pfiffner

Cupertino, Calif. — Moving into the thick of a field crowded with competitors offering lower-cost laser printers to individual users and small workgroups, Apple last week unveiled two new additions to its LaserWriter line.

As expected (see MacWEEK, May 1 and June 26), the new 4-page-per-minute Personal LaserWriter series includes:

▶ The Personal LaserWriter SC, a $1,999 direct-connect SCSI unit that relies on the Mac's own processor and QuickDraw routines to generate 300-dpi text and graphics.

▶ The Personal LaserWriter NT, a networkable PostScript model, priced at $3,299.

The new printers, available immediately, are markedly different, both inside and out, from Apple's two-and-a-half-year-old, 8-ppm LaserWriter II line.

Apple's new 4-page-per-minute Personal LaserWriter printers, available immediately in both PostScript and non-PostScript models, are two-thirds the size of the older LaserWriter II models.

Moving away from the rounded corners and sleek silhouette of the IIs, the new Personal LaserWriters sport what product manager

See LaserWriter, Page 8

New chain of command for Apple USA

John Sculley: The CEO who took over R&D and tapped Spindler as his right-hand man

Michael Spindler: The COO with a world view who plans to reconquer the USA

Robert Puette: New president of Apple USA who earned his stripes at Hewlett-Packard

Michael Dionne: New VP of sales for Apple USA who rode up from the Southwest

Apple fields new team for USA sales push

By Connie Guglielmo and Pamela Pfiffner

Cupertino, Calif. — If it were a summer movie sequel, it would be called "Apple '90: The Reorg, Part II." But while the cast has changed, the story remains the same: The company is still looking for a workable Apple USA team.

In its second major management restructuring this year, Apple announced on June 21 that William B. Coldrick, senior vice president of sales for Apple USA for the past year, would become a part-time adviser to the new president of Apple USA, a role Coldrick previously had been expected to assume.

Although observers speculated that he had been elbowed out, Coldrick said in a prepared statement that he was reducing his role

See Reorganization, Page 9

QMS takes on Personal challenge with faster, cheaper PS printer

By Pamela Pfiffner

Mobile, Ala. — In hopes of stealing some of Apple's thunder, this week QMS Inc. will announce a personal laser printer that appears to best Apple's new offerings in terms of price, performance and functionality.

The new QMS-PS 410, like Apple's new Personal LaserWriter NT (see story above), is a PostScript laser printer based on Canon's 300-dpi, 4-page-per-minute LBP-LX marking engine.

But at $2,795, the QMS printer is priced at nearly $500 less and is 6 pounds lighter than the Apple printer. At the same time, it has key features such as a faster processor, a parallel port, a later version of Hewlett-Packard Co.'s page-

See QMS, Page 8

Unspun Claris puts developers on edge

NEWS ANALYSIS

By Daniel Farber

Cupertino, Calif. — Decidedly mixed reactions greeted Apple's surprise announcement last month that Claris Corp. will remain an Apple subsidiary rather than become an independent company. While most industry analysts called it a smart move, third-party software developers expressed renewed fears of unfair competition.

When Apple formed Claris more than three years ago, it planned on the subsidiary eventually becoming a publicly traded, separate company. Industry insiders have even expected Claris to develop applications for Windows 3.0 to expand its portfolio.

Apple CEO John Sculley attributed the recent decision to reel in Claris to the increasing importance of software as "the factor that shapes competitive advantage in the 1990s. ... While [the subsidiary's] spin-off

See Claris, Page 8

LATE NEWS

Tri-Data fills out Netway 2000 gateway line

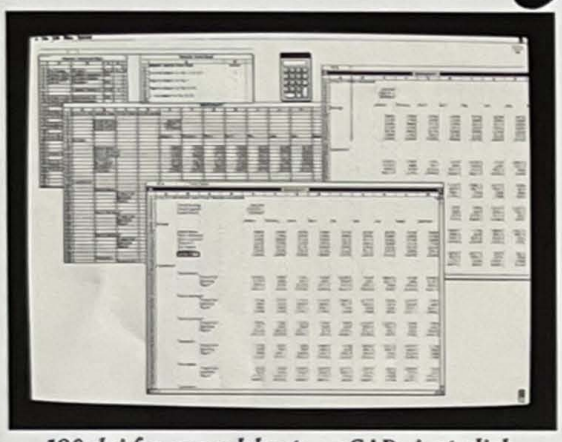
Santa Clara, Calif. — Tri-Data Systems Inc. announced several new versions of the Netway 2000, its SPARC-based Systems Network Architecture gateway linking Macs and IBM PCs to mainframes. The new models, complementing the original 64-session version, support 16, 32 or 128 sessions. Prices range from $5,995 for the 16-session unit to $14,995 for the largest version. □

LaserWriter IINTX ROMs upgraded

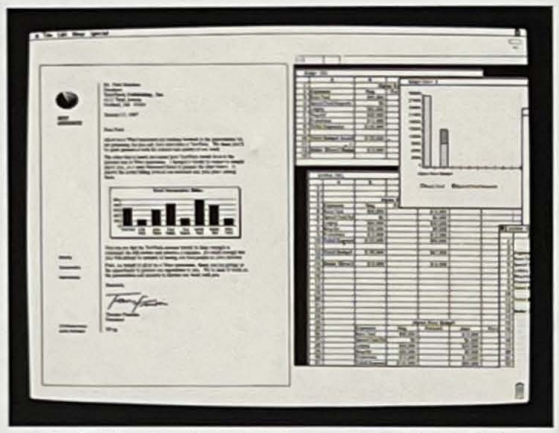
Cupertino, Calif. — A $119 ROM upgrade for Apple's LaserWriter IINTX printer will reach dealers this month. Shipping in new units since May, the new ROM Version 3.0 offers better hard disk management, improved LaserJet emulation and software switching of emulation modes via the AppleTalk port, the company said. □

NEWSPAPER SECOND CLASS

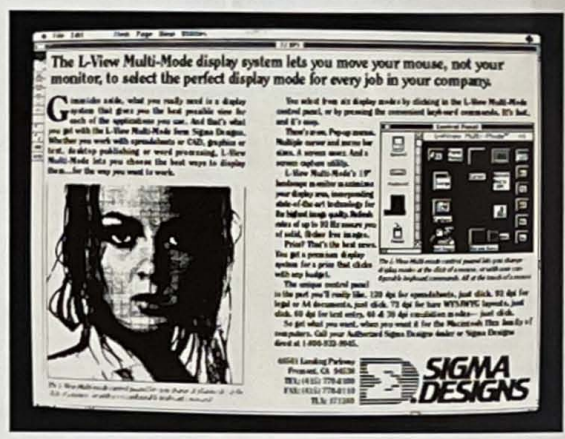
Why pivot when you can click?



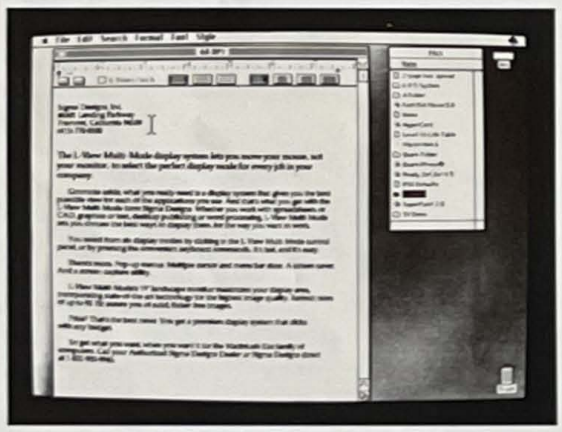
120 dpi for spreadsheets or CAD- just click.



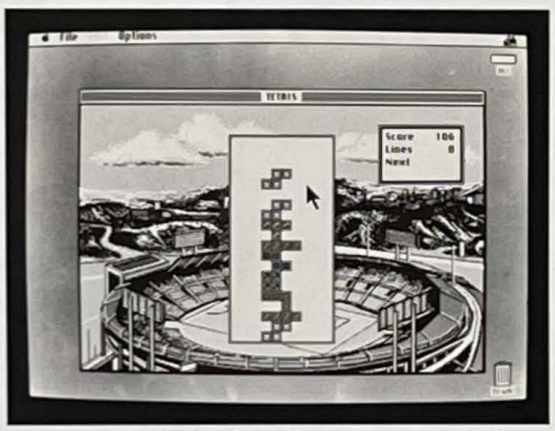
92 dpi for legal or A4 documents- just click.


The L-View Multi-Mode display system lets you move your mouse, not your monitor, to select the perfect display mode for every job in your company.
SIGMA DESIGNS

72 dpi for True WYSIWYG layouts- just click.



60 dpi for text entry- just click.



46 or 36 dpi for enlarged Macintosh 9 or 13-inch screen images- just click, click.

The 19" L-View® Multi-Mode™ display system lets you move your mouse, not your monitor, to select the perfect display mode for every job in your company.

Gimmicks aside, what you really need is a display system that gives you the best possible view for each of the applications you use. And that's what you get with the L-View Multi-Mode from Sigma Designs. Whether you work with spreadsheets or CAD, graphics or text, desktop publishing or word processing, L-View Multi-Mode lets you choose the best ways to display them...for the way you want to work.

The L-View Multi-Mode control panel lets you change display modes at the click of a mouse, or with user-configurable keyboard commands.

You select from six display modes by clicking in the L-View Multi-Mode control panel, or by pressing the convenient keyboard commands. It's fast, and it's easy.

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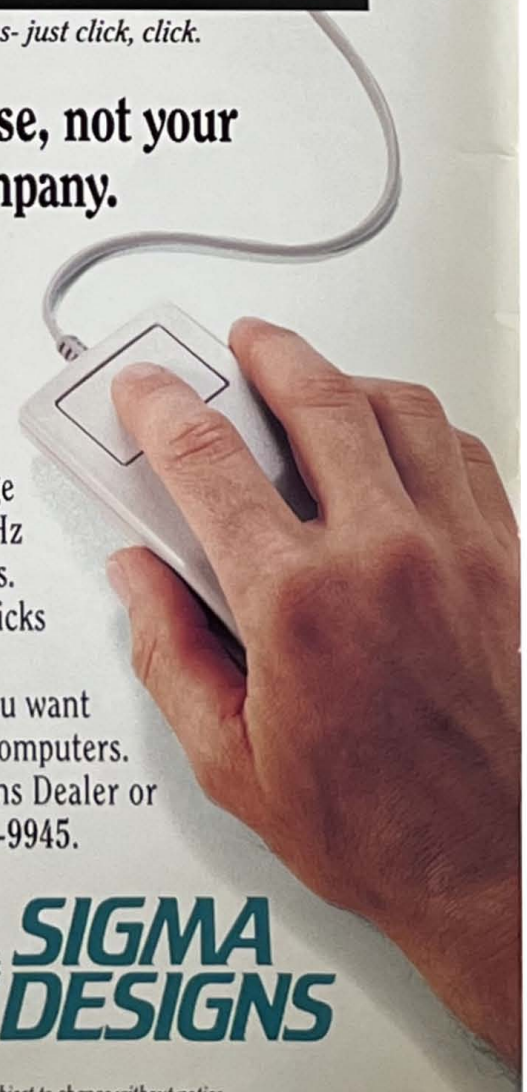
L-View Multi-Modes's 19" landscape monitor maximizes your display area, incorporating state-of-the-art technology for the highest image quality. Refresh rates of up to 92 Hz assure you of solid, flicker free images.

Price? That's the best news. It clicks with any budget.

So get what you want, when you want it for the Macintosh IIxx family of computers. Call your Authorized Sigma Designs Dealer or Sigma Designs direct at 1-800-933-9945.



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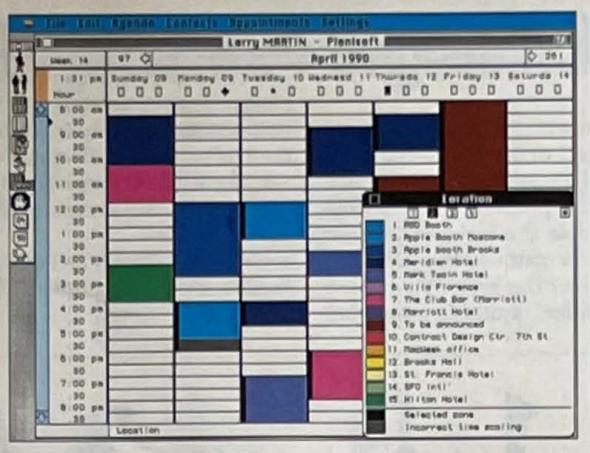
Planisoft, ASD Software's new scheduling program for the Mac and Windows, uses custom color codes on a time grid to depict individual and group calendars and the use and availability of resources.



Planisoft scheduler lets Mac, PC users get with the program

By Henry Norr

Montclair, Calif. — Promising an integrated solution to the problem of managing resources, individual calendars and workgroup schedules in a mixed computing environment, ASD Software Inc. this month began shipping Planisoft, a scheduling application that runs on both the Mac and Microsoft Windows.

The program, which makes heavy use of icons, pop-up palettes, and color or fill patterns, offers the same interface in both operating environments, the company said.

In addition to a single-user version priced at $249 for either platform, ASD offers a network version for $895 for five users or $1,295 for 10 users. The network version works with AppleShare, TOPS and Novell Netware. Developed in France, the program is already marketed in Europe by Alpha Systems, ASD's parent company.

The network version makes it possible to link and superimpose agendas from multiple Macs, IBM PCs or both, so users can visualize resource allocation and spot free times and conflicts. Because Planisoft uses color or fill-pattern codes, rather than text, in its main time grid, information can be shared while details are kept confidential. Users can create four sets of codes, each with up to 15 custom entries, to represent different appointments, locations, levels of urgency or other information.

Data also can be protected by a multilevel password scheme. ASD also publishes FileGuard, an access-control and encryption program (see MacWEEK, May 22).

The program, which incorporates a relational database, also can be used for contact management. Features include structured fields for names, addresses and other information; dialing from within the program; search and analysis capabilities across multiple schedules; and export in a variety of Mac database formats.

ASD Software Inc. is at 4650 Arrow Highway, Suite G-21, Montclair, Calif. 91763; (714) 624-2594. □

Aladdin uncorks StuffIt Deluxe

By Henry Norr

Aptos, Calif. — StuffIt Deluxe, an enhanced commercial version of the popular file-compression utility, is finally out of the bottle, according to publisher Aladdin Systems Inc.

The $99.95 program features a long list of improvements over its once-shareware predecessor, which Aladdin now calls StuffIt Classic:

▶ Several compression methods that offer different combinations of speed and efficiency. Special methods optimized for 24-bit color graphics and sound are included.

▶ A Magic Menu Finder Extension, which lets users compress, decompress and mail files directly from the desktop.

▶ An open architecture for plugging in special-purpose compression and encryption routines.

▶ Built-in virus protection.

▶ PICT and Text Viewers for users examining the contents of archives.

▶ A scripting language.

▶ A 200-page manual, plus context-sensitive on-line help.

▶ Simplified Standard and full-featured Expert modes.

▶ Support for moving files among archives by dragging among up to eight simultaneously open windows.

For a limited time, registered StuffIt owners can upgrade for $40.

Aladdin Systems Inc. is at Deer Park Center, Suite 23A-171, Aptos, Calif. 95003; (408) 685-9175. □

To our readers

MacWEEK will not be published July 17 and 24. During our hiatus, you can still get your weekly dose of Mac news via the MacWEEK News Beat feature on Zmac, Ziff-Davis Publishing Co.'s on-line companion to its two Mac publications. Instructions on how to get on Zmac can be found on Page 115.

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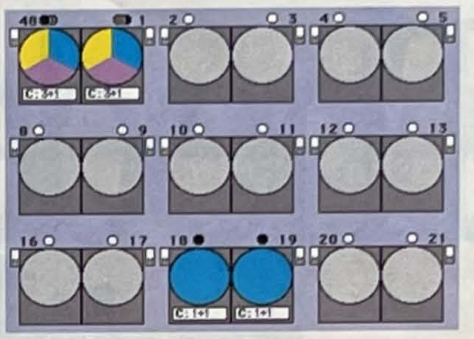

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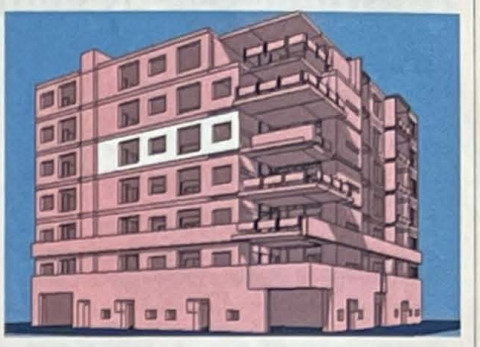

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Electronic CAD system integrates database, tools for fast design

By Rochelle Garner

Cupertino, Calif. — CAD/CAM Group Inc. last month introduced a system of four modules and an integrated database intended to extend the electronic CAD capabilities of the Macintosh.

Due sometime in the third quarter of this year, CAD/CAM's new Engineering Capture System for the Macintosh, previously available for Sun and DOS-based computers, is based on a database that automatically stores underlying electrical information as users draw lines and symbols on-screen. As a result, net lists (lists of all electrical components) can be generated almost instantaneously.

"Every other schematic-capture program stores a database of graphical information rather than electrical information," said David Squires, application manager with the CAD/CAM Group. "But when the user is drawing line segments, the computer is just sucking its thumb. We decided to use that time to build up a database with that electrical information readily accessible."

According to Squires, the program can generate a net list of tens of thousands of components within seconds. In addition, the database automatically connects information arranged hierarchically (in which the design can be viewed overall and by functional detail) and in sheets (containing the design and information for each component).

▶ The database is part of the Design Capture Tool, the Engineering Capture System's core module. Priced at $2,495, the Design Capture Tool is used to enter schematics and perform error checking. It supports back annotation onto the schematic, for more-thorough documentation of design changes. The module allows users to move interactively among the different hierarchical levels for greater detail. Selected nets, or the wires between components, are highlighted throughout all levels of hierarchy and all sheets.

▶ Design Analysis Tools, priced at $995, comprises a number of tools that handle error checking, monitor capacitive loads on each net and determine whether the nets have sufficient power. Clicking on errors brought up in a list box will cause the module to automatically zoom in on the design area containing the problem. The Design Analysis Tools module also includes a viewer for critical paths, or paths within a design that are slower than the rest. When used with a critical path tool, available from other vendors, the viewer will display the critical path directly on the schematic.

▶ The $1,995 Waveform Tool, used for displaying logic-simulation waveforms, enables post-simulation analysis. It does not require the Design Capture Tool module.

▶ The $12,500 Programmer's Interface Kit provides C-level access to the database for customization.

CAD/CAM Group Inc. is located at 20480-B Pacifica Drive, Cupertino, Calif. 95014; (408) 725-0204. □

Disinfectant upgrade, INIT due this week

By Henry Norr

Evanston, Ill. — Disinfectant 2.0, a major upgrade of a free anti-virus utility that has earned a loyal following among corporate network managers as well as individual users, is scheduled for release this week.

Developed by John Norstad of Northwestern University here with the assistance of an international team that includes the Mac world's leading virus fighters, the program is designed to be a comprehensive tool for detecting and removing all known Mac viruses, preventing further infections and educating users about the problem.

The new version, which will be released through bulletin-board services and user groups, can scan and repair selected files and folders or complete disks in the background. It also installs a Startup document (INIT) that, while not as feature-rich as commercial competitors, provides simple and unobtrusive protection against known viruses.

Version 2.0 also can be configured to scan and repair disks automatically from a Mac dedicated as a scanning station.

An expanded manual and guide to the virus problem is built into the program and serves as the basis for its on-line context-sensitive help.

Norstad, one of the original developers of Odesta Corp.'s Helix database family, said he has spent more than 1,000 hours developing Disinfectant, which now totals more than 25,000 lines of code. □

The desktop Mac with more tha

Dealers pass on Plus cost cut

Cupertino, Calif. — Acting just a day before IBM Corp. introduced its low-end PS/1 line of personal computers, Apple last month cut dealer costs for the Macintosh Plus to $799.

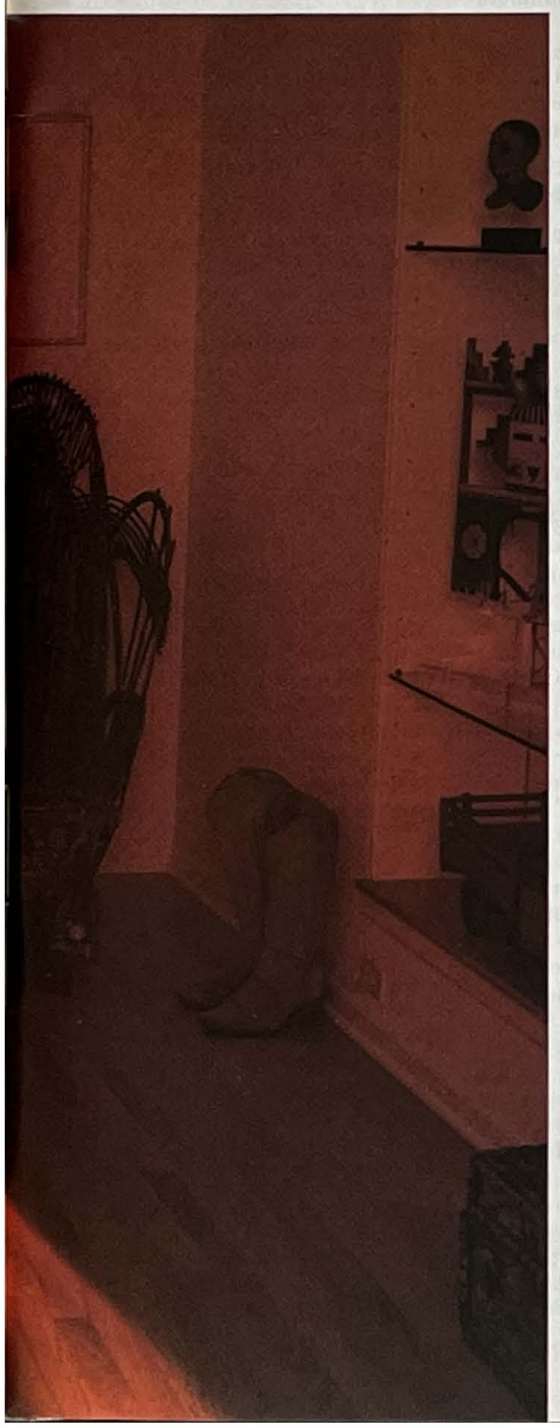
In response, street prices in some parts of the country dipped to as little as $879, less than half Apple's suggested list price of $1,799, which remains unchanged. The Mac SE with a 20-Mbyte hard drive is available from some dealers for less than $2,000, compared with a reduced list price of $2,969 set in February.

Members of the education community got an even better deal. For a month in May and June, Apple offered the Plus to K-12 educators for $649 and the SE HD20 for $1,248.

"Apple had to combat the influx of DOS machines in the education battleground," said Aka Demesa, Apple marketing director for ComputerCraft Corp. of Houston.

New machines on the horizon also appear to be driving the prices down. "It's no secret that Apple plans to introduce new computers for the low end," said Richard Biba, president of Computer Connexion in West Covina, Calif. "I think the lowered prices are to clear the channels." □

intosh for people
n one desktop.



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Vellum 3D features

Feature:	Description:
Software trackball	Activated by mouse click; convenient way to rotate and view objects from different angles.
Z-Drafting Assistant	Constructs lines in z-axis; identifies when aligned with the z-axis of a given geometry; helps align objects behind visually obstructed point or line.
Isometric design	Familiar methodology for designers accustomed to drawing boards.

Ashlar's 2-D Vellum to get 3-D add-on

By Rochelle Garner

Sunnyvale, Calif. — A 3-D module that will add a variety of innovative features to Ashlar Inc.'s pioneering Vellum 2-D CAD program is scheduled for release late next month.

The $995 Vellum 3D will include an on-screen software trackball, a z-axis version of the intelligent Drafting Assistant introduced in the original Vellum, and a new method for creating 3-D wire frames.

Ashlar's patent-pending Drafting Assistant uses text to explain the cursor's position relative to geometric objects. The interface was the acknowledged inspiration for the new look of Claris CAD 2.0 and Graphsoft Inc.'s MiniCad+ 3.0, both due this month.

The Z-Drafting Assistant will take this feedback one step further, recognizing when geometry resides in the z-axis and even alerting users that their cursor is behind other geometry in the wire frame.

In addition, Vellum 3D creates 3-D wire frames using a methodology familiar to designers who produce isometric drawings (in which angles are 30 degrees out from a 2-D profile) by hand. "Designers moving to 3-D often have trouble working with it," said Rich Carpenter of Ashlar's marketing support group. "We decided that the easiest way for users to get into 3-D was by pretending that the drawing is an isometric. The Z-Drafting Assistant will then create the 3-D wire-frame model."

Vellum 3D will require Vellum 1.1 and a Mac II or SE/30.

Ashlar Inc. is at 1290 Oakmead Parkway, Sunnyvale, Calif. 94086; (408) 746-3900. □

VersaCAD links info, objects

Bedford, Mass. — Computervision Corp., parent company of the former Versacad Corp., last month announced Version 3.0 of VersaCAD/Macintosh Edition.

The new release of the $2,395 2-D CAD program offers an Attributes feature that lets users associate non-graphic information with objects or groups of objects. Attributes such as model number, manufacturer, cost and description can be assigned to any of four user-definable fields. Numeric information can be sorted by operations such as "greater than" and "equal to." Information can be accessed even when objects are used in other documents.

Other new features in Version 3.0 include automatic generation of lines parallel to a boundary and the capability to read VersaCAD DOS files directly.

Versacad, part of Computervision Corp.'s Personal CAD/CAM Business Unit, is located at 2124 Main St., Huntington Beach, Calif. 92648; (714) 960-7720. □

New HyperCard raises questions

Conversion routines, July release in doubt

TECH ANALYSIS

By Raines Cohen

Beverly Hills, Calif. — Apple's splashy announcement of HyperCard 2.0 here late last month may be exciting news for stackheads, but it leaves unanswered such questions as shipping date, downward compatibility and future development directions.

Apple said the new version will ship in July, although beta testers report that many bugs remain and that Apple was adding and changing features as recently as last week. "They'll be lucky if they can ship a debugged version in time for Macworld Expo in Boston this August," several developers said.

Developers said they enjoy the new features of HyperCard 2.0 (see related story at right). "The ability to run in the background is incredibly nice," said Kevin Altis, president of Dazzl, a Columbia, Mo. consulting firm. "Combined with the enhanced externals interface, it really puts HyperCard beyond all the other similar programs."

While a simple convert command performs a one-way translation of pre-2.0 stacks to the new file format, not all stacks will be able to be translated without some modification. Changes in the HyperTalk language and externals interface will make some currently working stacks break in ways that require repair. If a stack on a CD-ROM has problems, the user will have to copy the stack to the hard disk for conversion.

Apple said it will reorganize the HyperCard team after Version 2.0 ships, to begin parallel development of HyperCard 2.1 and 3.0. Version 2.1, expected in January 1991, will take advantage of System 7.0 as well as future CPUs; the far-off HyperCard 3.0 will be tightly coupled with System 8.0. Some Apple watchers said the team could move to Claris Corp., now that it is becoming a division of Apple. □

BOB RIHA

Leaders of the HyperCard team at Apple are (left to right) Mike Holm, Kevin Calhoun, Dan Winkler and Robin Shank. The group is expected to be divided and perhaps moved to Claris.

HyperCard 2.0 features

- Variable card sizes
- Multiple windows
- Styled text in fields
- Hot text (HyperText) support
- Color PICT support
- Improved externals interface
- User-definable menus
- MultiFinder backgrounding
- Improved printing
- Faster, enhanced HyperTalk
- Debugging
- Integrated on-line help

SuperCard 1.5 keeps Silicon Beach in running

By Raines Cohen

San Diego — Shipping on the very day that Apple introduced HyperCard 2.0, Silicon Beach Software last month released a long-awaited major upgrade to its SuperCard authoring system.

Version 1.5, announced four months ago (see MacWEEK, March 13), is much faster than SuperCard 1.0 and fixes bugs that formerly tarnished the 13-month-old application, according to beta testers.

"It is now even more in a niche by itself as a media integration machine, showing full-color cards, PICS animations and the like," said Kevin Altis, president of Dazzl, a Columbia, Mo. consulting firm. "It still doesn't have the speed, elaborate externals interface or background capabilities of the new HyperCard."

SuperCard 1.5 sells for $299, up $100 from previous versions.

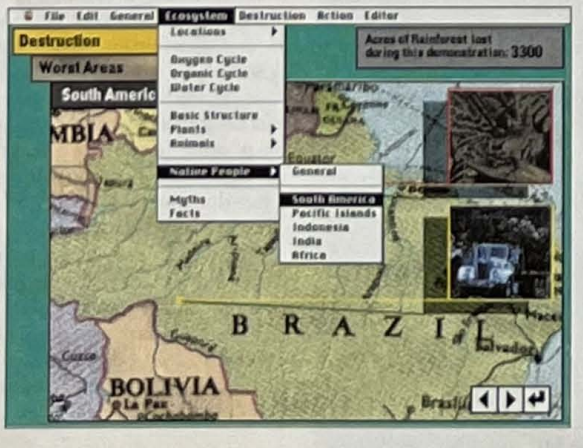
New features include support for hierarchical and pop-up menus, list fields, and color text. Animation features have been enhanced. Project developers using Version 1.5 now can access integrated on-line help when building applications with the SuperTalk programming language.

SuperTalk enhancements include an overall speed increase, integrated debugging, and improved MultiFinder switching between the SuperEdit development environment and the SuperCard user environment.

The debugging module, ScriptTracer, steps through programs as they execute, showing expression and variable values and types. Scripts can better detect and respond to error conditions.

Registered owners of SuperCard 1.0 received the new version for free.

Silicon Beach Software, now a subsidiary of Aldus Corp., is located at 9770 Carroll Center Road, Suite J, San Diego, Calif. 92126; (619) 695-6956. □



Silicon Beach's SuperCard 1.5 upgrade adds support for hierarchical menus and improved animation. Creating the full-color application illustrated here would be more difficult even in the just-announced HyperCard 2.0.

Developers put HyperCard 2.0 through its paces

The bonds of non-disclosure dropped last month as hordes of developers rushed forward to tell the world about their HyperCard 2.0-specific stacks. Most of the products won't ship until HyperCard 2.0 is released later this summer.

Business and reference stacks. Highlighted Data Inc. of Washington, D.C., is working on a series of CD-ROM-based government guides. The first disc will help users locate employees of U.S. government agencies, including Congress, the executive branch and the judiciary. Subsequent titles will cover Europe, Canada, Latin and South America, the Soviet Union, and Eastern bloc countries.

▶ The HyperGlot Software Co. of Knoxville, Tenn., unveiled RefBase, a $150 reference-tracking database and bibliography generator.

▶ Petroglyph Inc. of San Francisco and Nova Development Corp. of Calabasas, Calif., introduced stacks for business writers and journalists.

Multimedia stacks. The Voyager Company of Santa Monica, Calif., announced several new and upgraded titles based on HyperCard 2.0, including The Louvre LaserStack; Igor Stravinsky: The Rite of Spring CD Companion; Voyager CD AudioStack; and Voyager VideoStack.

▶ Cultural Resources Inc. of Cranford, N.J., plans an October release for Culture 2.0, a CD-ROM-based educational application.

Developer tools. New search engines and database externals for HyperCard 2.0 were announced by Knowledgeset Corp. of Mountain View, Calif.; Softstream International Inc. of Mt. Laurel, N.J.; and Answer Software Corp. of Cupertino, Calif.

▶ ICOM Simulations Inc. of Wheeling, Ill., and Somak Software of Encinitas, Calif., announced replacements for HyperCard 2.0's debugger and script editor.

▶ Millennium Software of Laguna Beach, Calif., announced HyperX 4.0, an update to its $99.95 expert-system tool.

▶ Hyperworks Software Design & Development of Mission Hills, Calif.; Tulip Software of Andover, Mass.; Boojum Computer Systems Inc. of Silver Spring, Md.; Cyan of Spokane, Wash.; and Trendware Corp. of Huntington, Conn., all announced HyperCard-related tools and utility stacks.

Publications. Bantam Doubleday Dell Publishing Group Inc., under the Bantam Computer Books name, released three books on HyperCard 2.0. — *Raines Cohen*

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BPA

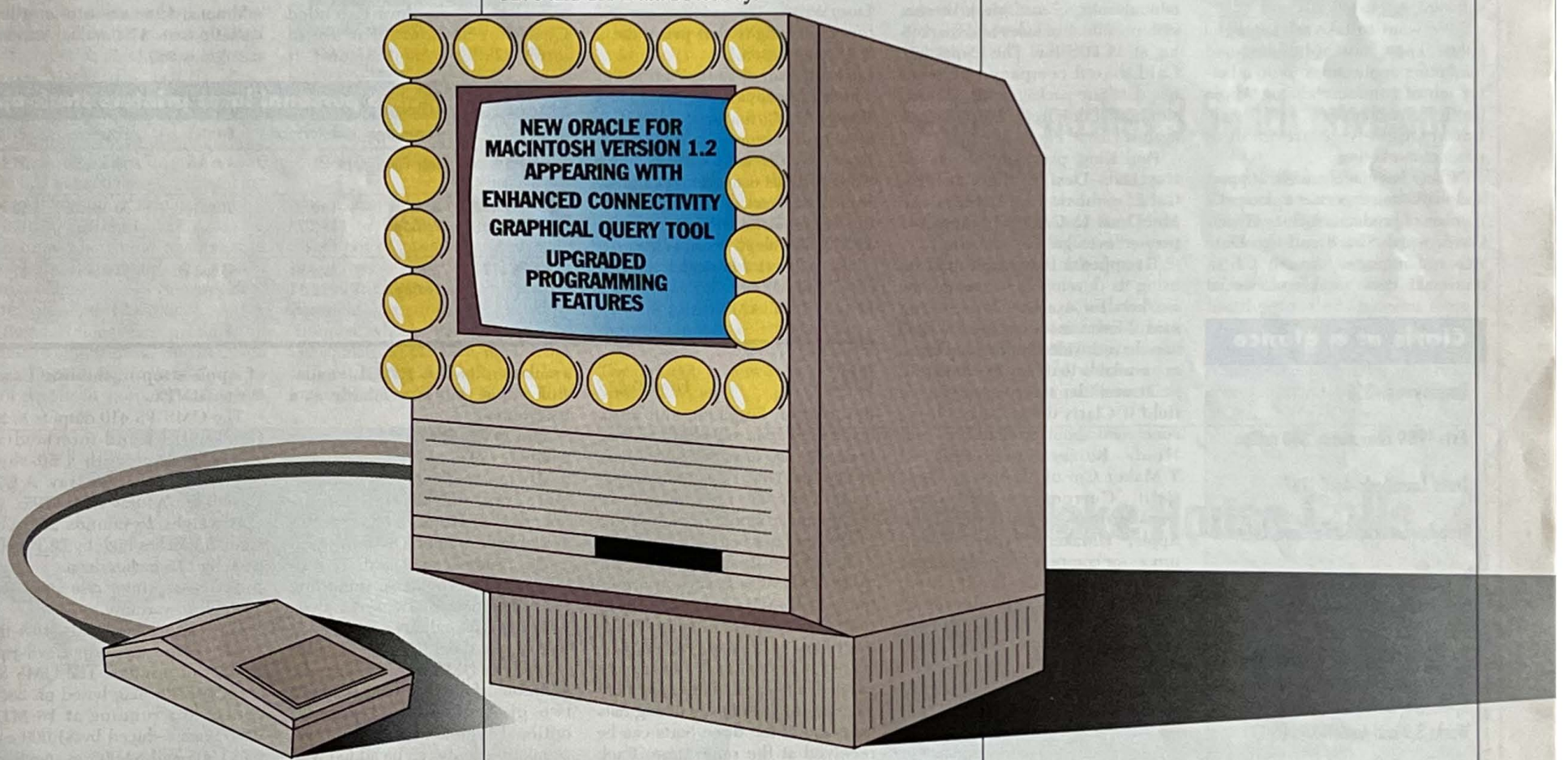
The Mac SQL Sequel

The first SQL database for Macintosh has enhanced connectivity and a new graphical Query Tool.

The first version of ORACLE for Macintosh was a big hit. Industry analysts gave it a thumbs up. Thousands of users gave it their support. And InfoWorld Magazine gave it Product of the Year.

Now Oracle announces ORACLE for Macintosh Version 1.2, with enhancements for both end users and developers.

Improved connectivity options make it even easier to access corporate data on servers, minis and mainframes. Version 1.2 supports virtually any network. Including Async, Apple's MacTCP, Novell's TCPort, Alisa's TSSnet, DCA's MacIRMA 3270 and Tri-Data's Netway.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Claris

From Page 1

value would certainly be considerable, Claris has greater strategic value for Apple shareholders by remaining part of Apple."

Wall Street, for the most part, viewed the move as strategically sound. "In rethinking the situation, Apple increasingly realized that Microsoft is its major competitor, not IBM," said Peter Rogers, an investment analyst with Robertson, Stephens & Co. in San Francisco.

Under the new arrangement, Claris will continue to develop and market its Mac applications, but it also will take on a broader role in developing extensions to system software, Apple officials said.

"We want to take advantage of Claris' know-how in building and marketing applications to do a better job of commercializing Apple (software) technology," said Randy Battat, Apple vice president of product marketing.

"Claris has the channels, support and marketing expertise to look at a number of products, such as HyperCard, AppleShare and the Data Access Language (formerly CL/1), and make them more commercial successes," said John Zeisler, Claris vice president of marketing.

Battat and Zeisler did not rule out the possibility of Claris developing software for other platforms but said such products would be networking software designed to better integrate the Mac into other environments.

Sculley claimed that Claris' new role will help increase Mac unit sales and that Apple will assist third parties in "better utilizing Macintosh technologies." Even so, Mac developers, especially those competing against Claris' offerings, were disappointed.

"Essentially, third-party developers like us have to accept that Claris will continue to have a certain advantage," said Mark Vernon, vice president of sales and marketing at ACIUS Inc. The Cupertino, Calif.-based company publishes two database packages, 4th Dimension and FileForce, that compete against Claris' FileMaker Pro.

Paul King, president of Innovative Data Design, the Concord, Calif., publisher of Dreams and MacDraft II CAD programs, expressed even greater concern.

"It appears that Apple will be using its developers to create new markets for use by Claris," King said. "Even more so now, Claris may have inside knowledge that is not available to other developers."

"It won't be a very even playing field if Claris doesn't have to be concerned about profitability," said Heidi Roizen, president of T/Maker Co. of Mountain View, Calif. "Currently, we only hear weak promises of 'trust us' from Apple." T/Maker's WriteNow word processor competes directly against Claris' MacWrite II.

"There is a healthy degree of skepticism, just like three years ago," said Claris' Ziesler in response to the criticisms. "We prefer that people look at our track record of independence over the past three years and judge us by our actions."

As a wholly owned subsidiary of Apple, Claris will continue to operate out of its Santa Clara, Calif., headquarters, with Claris CEO William Campbell reporting to Sculley.

To regain complete control of Claris, Apple purchased the 20 percent of Claris shares that had been owned by the software subsidiary's employees. □

Claris at a glance

Employees: 350

Est. 1989 revenues: $80 million

Date founded: April 1987

Headquarters: Santa Clara, Calif.

Investors: Wholly owned, independent Apple subsidiary

Products: MacPaint 2.0, MacWrite II, MacDraw II, FileMaker Pro, MacProject II, Claris CAD 2.0, SmartForm, AppleWorks 3.9 and AppleWorks GS 1.1

Technology: XTND, file translation architecture; Query Tool, database access tool; Wingz spreadsheet source code; HyperHelp, core engine for online context-sensitive help; Public Folder, network file sharing utility.

William Campbell, CEO of Claris Corp.

LaserWriter

From Page 1

Steven Rea dubbed an "industrial design": a compact box with sharp corners. Its small footprint (9.8 inches high by 15 inches wide by 18.3 inches deep) is designed to share valuable desktop real estate with a Mac. The units weigh in at 32 pounds each, "a Mac Portable less than the LaserWriter IIs," Rea quipped. The LaserWriter II printers weigh 47 pounds.

The new 300-dpi printers are both based on Canon's LBP-LX print engine, which has a duty cycle rated at 150,000 pages, or half that of the LaserWriter IIs but 50 percent more than the original LaserWriter. The printers use $99 toner cartridges that print about 3,500 pages each.

The Personal LaserWriter SC, which replaces the $2,799 LaserWriter IISC, features an 8-MHz 68000 processor with 1 Mbyte of RAM, 64 Kbytes of ROM and a SCSI port that connects it to a single Mac. The printer can be upgraded to the Personal LaserWriter NT for $1,300 plus the SC board in trade.

The networkable model, the Personal LaserWriter NT, includes 2 Mbytes of RAM, which can be upgraded to 8 Mbytes, and 1.25 Mbytes of ROM loaded with Version 51.8 of PostScript as well as a subset of the code for the Adobe Type Manager font scaler.

In addition to a 12-MHz 68000 processor, the printer's controller incorporates a PIC (Peripheral Integrated Controller) chip, the same customized chip Apple uses for I/O processing in the Mac IIfx. In other LaserWriters, the main processor spends 25 percent of its time dealing with LocalTalk, Rea said. By relieving the CPU of this burden, the PIC chip boosts throughput 15 percent to 25 percent.

The Personal LaserWriter NT ships with 35 Adobe typefaces and two IBM PC graphics Extended Character Set fonts. For use in mixed-platform environments, it offers Hewlett-Packard LaserJet Plus (PCL 3) and Diablo 630 emulations and an RS-232C/422C serial interface in addition to its LocalTalk port.

While Apple declined to speculate on sales, sources said the company anticipates that 15 percent of all Macs sold in the first quarter of 1991, which begins in October, will be sold with a LaserWriter. Apple reportedly expects the PostScript Personal LaserWriter NT to outsell the SC model by nearly 4-to-1.

Both printers are equipped with two paper input bins: a built-in, 250-sheet letter-size cassette and fold-out, 50-sheet multipurpose tray. Other trays are available; an additional letter cassette or a legal cassette costs $79, and an envelope cassette is $89. □

How Apple, QMS personal laser printers stack up

Printer	Language	Interface	Fonts	Paper	Price
Apple Personal LaserWriter SC	QuickDraw	SCSI	4 on disk	50- and 250-sheet bins	$1,999
Apple Personal LaserWriter NT	Adobe PostScript	LocalTalk RS-232-C, RS-422	37 built-in	50- and 250-sheet bins	$3,299
QMS-PS 410	Adobe PostScript	LocalTalk RS-232-C, Centronics	45 built-in	50-sheet bin	$2,795

QMS

From Page 1

description language and automatic emulation switching, making it easy to use in networked groups of Mac and IBM PC users.

QMS also lowered prices on the most popular models in its existing PostScript laser line.

Scheduled to ship July 18, the QMS-PS 410 is based on a customized 16-MHz 68020 processor that allows for simultaneous connectivity via the AppleTalk, RS-232C serial and Centronics parallel interfaces that come standard on the printer. Incoming data from any of the three ports can be received at the same time. Each interface has a configurable input buffer of 8 Kbytes.

Users do not have to switch interfaces either on the printer or through software, QMS said, because a proprietary Emulation Sensing Processor (ESP) automatically switches between PostScript, the resident HP PCL 4 emulation and an HP-GL emulation mode that is available as a $295 option.

The QMS-PS 410 ships with 2 Mbytes of RAM, expandable to 6 Mbytes, and 1 Mbyte of ROM. QMS said the ROMs can be upgraded to PostScript 2 when it's available from Adobe Systems Inc.

The printer comes with 45 resident Adobe typefaces, including four Helvetica Condensed and six Adobe Garamond faces in addition to the standard 35 LaserWriter Plus fonts. QMS said it chose the additional fonts because they are two of Adobe's most popular optional typeface packages. HP-compatible fonts can be added with plug-in font cards accessible through slots on its front panel.

Adobe Type Manager font-scaling technology is built-in. According to QMS, the combination of the processor and ATM rasterizer results in performance three to four times faster than comparable printers and equivalent to that of Apple's top-of-the-line LaserWriter IINTX.

The QMS-PS 410 outputs to letter, legal, A4 and intermediate sizes. It ships with a 50-sheet multipurpose paper tray. A 250-sheet letter/A4 tray costs $195.

It weighs 26 pounds and measures 7.5 inches high by 26.1 inches wide by 13.5 inches deep.

The new printer also ships with a one-year warranty.

QMS also announced across-the-board price cuts on its 8-ppm PostScript printers. The QMS-810 and QMS-PS 820, based on 68000 controllers running at 16 MHz, have been reduced by $1,000 each to $3,995 and $4,995, respectively. The QMS-PS 810 turbo and QMS-PS 820 turbo, based on 68020 controllers running at 20 MHz, have been cut by $500 each to $5,495 and $6,495, respectively.

QMS Inc. Sales and Marketing Support may be reached at 1 Magnum Pass, Mobile, Ala. 36618; (800) 631-2692. □

Classic

From Page 1

name. According to Guy Rabbat, CEO of Modular Computer Systems Inc. of Fort Lauderdale, Fla., Apple paid $1 million to acquire rights to the name from his company.

A wholly owned subsidiary of Daimler-Benz AG in Stuttgart, Germany, Modular Computer retains computer-industry trademark rights to the "Classic" name. The 20-year-old company manufactures the ModComp Classic, a series of real-time computer systems for the control and automation market.

Rabbat said the five-year, renewable contract called for two payments totaling $1 million. Apple also gains the right to litigate if Modular Computer declines to pursue companies infringing on the "Classic" trademark.

"We expect no conflict [with Apple] regarding usage of the name," Rabbat said. "In fact, it will enhance our name. Apple will take it into the personal computer market, and we will continue to use it in the control and industrial market."

Apple officials declined to comment.

"Mac Classic seems an appropriate name for a compact Mac," said Ash Jain, publisher of the Macintosh Market Report in Irvine, Calif. "The design of compact Macs is essentially unchanged since the original 128K Mac was introduced in 1984. Apple needs to come up with more consumer-oriented names like 'Classic' that have broader appeal to consumers than SE, ci or fx," Jain said.

Like its predecessors, the new Classic Mac reportedly has an 8-MHz 68000 microprocessor and 9-inch-diagonal monochrome compact-Macintosh screen, along with a modified version of the SE ROM. The units also will come with the external ports that are standard on the SE: one SCSI, one Apple Desktop Bus, two serial, one floppy and one audio-out.

The new machine is expected to be priced at about $1,500 with 1 Mbyte of memory and a 1.4-Mbyte floppy disk drive, sources said. A version with a 40-Mbyte, 1-inch hard disk drive would be priced at about $2,150. The Mac SE currently lists for $2,569 with dual floppy drives and $2,969 with a 20-Mbyte hard disk.

This is the second time Apple has had to ante up for a product name. In 1983, Apple bought rights to the Macintosh name from McIntosh Laboratory Inc., a supplier of stereophonic equipment in Binghamton, N.Y., for a reported $100,000. □

Reorganization

From Page 1

to spend more time with his family and pursue personal interests.

At the same time, Apple said Michael L. Dionne would replace Coldrick as vice president of sales for Apple USA, responsible for domestic sales and marketing. A seven-year Apple veteran, Dionne previously was vice president of Southwest Operations.

On June 26, the company named Robert Puette, a 24-year veteran of Hewlett-Packard Co., as president of Apple USA (see story, Page 113). The post had been vacant since late January, when Allan Z. Loren resigned after two years on the job amid major management maneuvers that led to the rise of Michael H. Spindler as chief operating officer (see MacWEEK, Feb. 6).

On June 29, Donald P. Casey, vice president responsible for networking, engineering, multimedia and the Apple II, called it quits. Casey, who had been rumored to be taking over for outgoing Apple Products President Jean-Louis Gassée, announced he would head east to join Lotus Development Corp. in Cambridge, Mass., as vice president of its spreadsheet division.

Roger Heinen, vice president of software engineering, who defected from Digital Equipment Corp. to join Apple in January, has taken over Casey's group. Heinen will report to Ed Birss, senior vice president of product-engineering operations.

Industry analysts said the management changes are being directed by Spindler, who is moving quickly to consolidate Apple USA in an effort to boost lagging domestic sales. In a statement, Spindler said, "Bob [Puette] has the right set of skills and experience to galvanize Apple's U.S. business in the coming years."

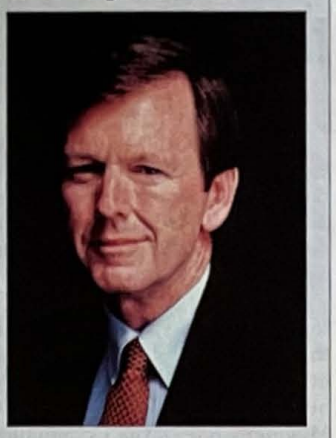
"All the [reorganization] moves Spindler has made so far have made logical sense," said Thomas Galvin, vice president with the investment firm Smith Barney in New York. "It remains to be seen if it results in a more efficiently run organization. Apple can't get much worse."

Donald Heeter, an analyst with Wessels, Arnold & Henderson in Minneapolis, said, "Puette is by reputation a good manager, and Apple has emphasized his long history [of] running a large operation. Apple doesn't need to lose any of its technology creativeness, but it has to assume a structure more along business realities."

Analysts said they hope that improved stability at Apple USA will bolster investor confidence.

"Apple has been telling the streets that we should look to fiscal 1991 and look past the current issues. I'm not sure that investors are willing to do that," said Mark Stahlman, a principal with Alex. Brown in New York. "The [new management] teams are going to have to come together. Then they're going to have to resolve their strategies, and then they're going to have to execute strategies. The question is, how long will Wall Street be patient?" □

Casey assumes Lotus position



Donald Casey, a 21-year IBM veteran who just spent two years as Apple's vice president of networking and communications, will play a key role in managing Lotus Development Corp.'s spreadsheet business.

Siclone knocks down card costs

San Jose, Calif. — Facing stiff competition in both of its principal product lines, Siclone Sales & Engineering Corp. last month announced sharp cuts in the prices of its accelerator boards for the Mac II and IIx and its pseudo-static RAM upgrades for the Macintosh Portable (see chart at right for new prices).

The cuts on Siclone's 33- and 40-MHz accelerators are the second since the introduction of the Mac IIfx in March.

Siclone Sales & Engineering last month moved to 107 Bonaventura Drive, San Jose, Calif. 95134; (408) 456-5060; (800) 767-8207. □

Siclone accelerators

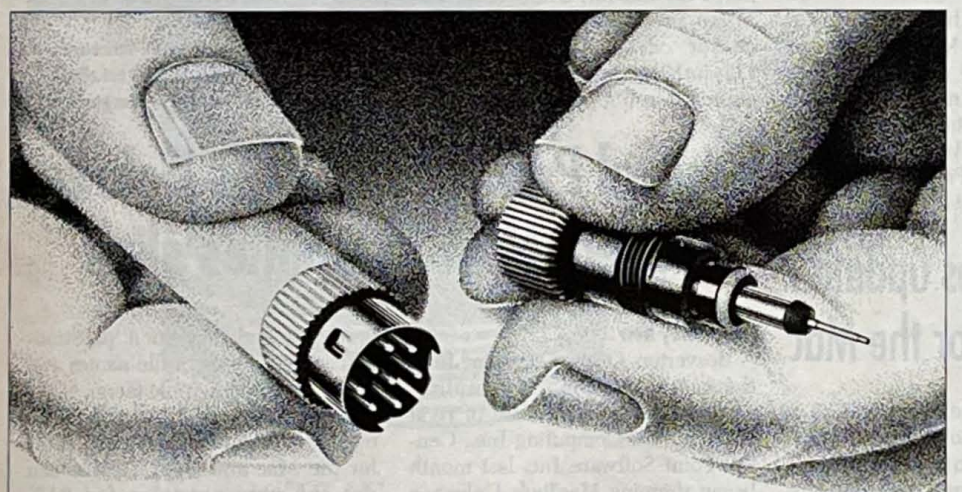
Product	Price cut	New price
Si3040 Accelerator (33-MHz 68030, 68882)	$996	$1,999
Si3040 Accelerator (40-MHz 68030, 68882)	$996	$3,699
Si3050 Accelerator (50-MHz 68030, 68882)	$1,696	$4,299
RAM-TO-GO 3 MB (2 additional Mbytes)	$500	$1,199
RAM-TO-GO 4 MB (3 additional Mbytes)	$900	$1,599
RAM-TO-GO 5 MB (4 additional Mbytes)	$1,300	$1,999

Seagate pushes 3.5-inch envelope

Scotts Valley, Calif. — Seagate Technology Inc. last month announced a pair of new hard disks that it said will offer the best performance available from 3.5-inch drives.

The new drives, scheduled for volume shipment in the fourth quarter, have formatted capacities of 426 and 331 Mbytes, according to the company. The announcement came just days after rival Quantum Corp. announced new 425- and 331-Mbyte 3.5-inch mechanisms.

Designed and manufactured at a facility Seagate acquired last year from Control Data Corp., the drives use the patented "zone-bit recording" technique and a spindle-rotation speed of 4,400 rpm to achieve the industry's fastest data access, Seagate said. □



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Neuron Data retools Nexpert Object

Aims system at broader market

By John Webster

Palo Alto, Calif. — Neuron Data Inc. hopes that Version 2.0 of its Nexpert Object, released last month, will bring the expert system into the mainstream software market.

The new, $5,000 version has been rewritten to appeal to users familiar with relational databases and the C programming language, the company said. The original release was geared toward programmers knowledgeable about artificial intelligence.

Version 2.0 offers:

▶ The capability to develop a broader range of applications. The program now supports multiple-value data types, allowing users to attach more than one value to a field and making it easier to view relationships among fields. Another innovation, list data types, allows information associated with objects to be treated as ordered lists.

▶ Debugging with the new Agenda Monitor feature. Agenda Monitor lets users visualize the internal processing of the program's inference engine, used for determining logical paths to solving a problem.

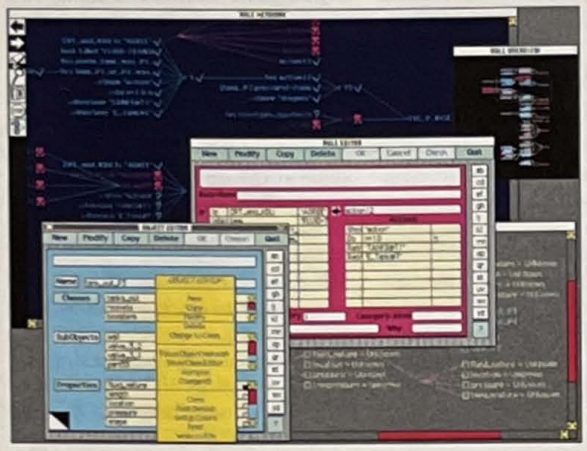
"The Agenda Monitor addresses the hardest part of Nexpert for the beginning user to understand," said Joseph Liemandt, president of Palo Alto, Calif.-based Trilogy Development Group Inc., which is using the program to develop a network-configuration application. "It allows you to look into a window of the Agenda [Nexpert's inference engine] and understand exactly what is going on."

▶ Libraries of code designed to provide rapid prototyping, including code for integrated input and output, parsing and journaling, which documents code functions.

▶ A single integrated bridge connecting Neuron Data's previous bridges to a variety of databases, including Oracle, Ingres, Sybase and Digital Equipment Corp.'s Rdb. The bridge also lets users access non-SQL databases, such as Ashton-Tate Corp.'s dBase III, with SQL-like queries.

▶ The capability to develop applications on a Mac that will run on more than 30 other platforms, including IBM mainframes and DEC minicomputers.

Neuron Data Inc. is located at 444 High St., Palo Alto, Calif. 94301; (415) 321-4488. □



Nexpert Object Version 2.0 offers a graphical application-development environment that lets users visualize all the rules in an expert system, as well as the rules' classes, objects and properties.

Insignia delivers new solution that puts MS-DOS files on desktop

By Henry Norr

Sunnyvale, Calif. — Ahead of its announced schedule, Insignia Solutions Inc. last month began shipping AccessPC, a Startup document designed to make it easier to work with MS-DOS files on the Mac.

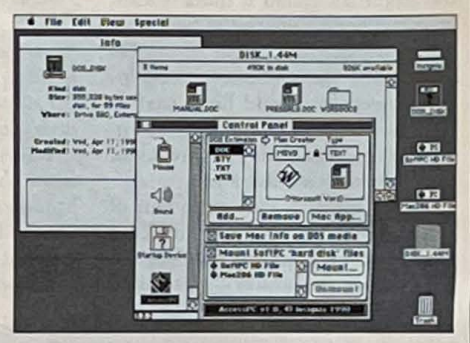
Ordinarily, files on MS-DOS-formatted disks are visible only through the Apple File Exchange utility, not from the Finder. But the new Insignia program, like DOS Mounter from Dayna Communications Inc. of Salt Lake City, creates a standard desktop window for DOS disks; files and directories are depicted as icons and can be manipulated by clicking and dragging. The program also allows users to assign a DOS file to a Mac application so that double-clicking on the file icon launches the application.

AccessPC, originally reported under the code-name Wizard (see MacWEEK, June 12), works with Apple's SuperDrive; DOS partitions created by Insignia's Soft PC emulator; Orange Micro Inc.'s DOS coprocessor cards; Dayna's DaynaFile; and DOS-compatible floppy drives marketed by Kennect Technology, Peripheral Land Inc. and Outbound Systems Inc.

While Dayna's DOS Mounter attempts to write a Mac desktop file on each DOS disk, AccessPC creates the file in memory, cutting mounting time and enabling it to work with full or write-protected disks, Insignia said. The Insignia program also lets users format DOS disks while in the Finder.

AccessPC is available now at $99.95; the price is scheduled to rise to $129.95 after Oct. 31. Dayna's DOS Mounter lists for $89.95.

Insignia Solutions Inc. is located at 254 San Geronimo Way, Sunnyvale, Calif. 94086; (408) 522-7600. □



AccessPC not only lets users see files from PC-formatted disks in standard windows on the Mac desktop but allows mapping of MS-DOS file-name extensions to Mac programs.

Datapro ships Consultant, CD-ROM reference guide to Mac products

By Raines Cohen

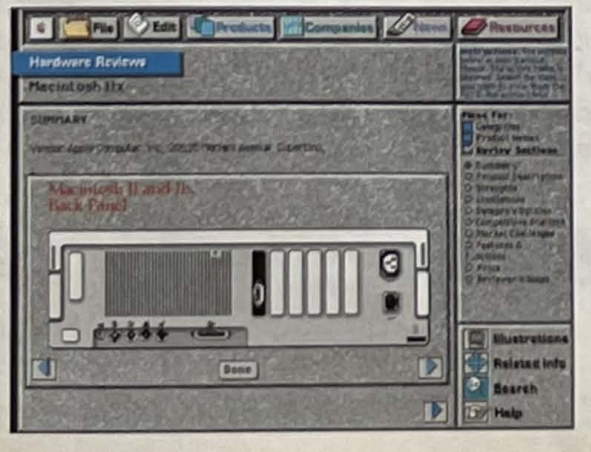
New York — Datapro Research Group last month began shipping Datapro Consultant (Macintosh Edition), a CD-ROM-based multimedia information service aimed at people who support Mac users, set standards and offer product advice.

The disc, which contains a reference guide to Mac-related products, uses Silicon Beach Software's SuperCard to control Farallon Computing Inc.'s MediaTracks presentations. Users can create their own comparison charts by selecting features and products within a category. Profiles of selected companies and directories of vendors, user groups, on-line services and information sources also are included. Both the color and black-and-white presentations are narrated with digitized audio.

Product and vendor listings are linked to related press releases and citations of coverage in several Mac-related publications, including MacWEEK.

The single-issue, introductory price of Datapro Consultant (Macintosh Edition) is $595, which includes a discount on the subscription price. That price will be determined once the frequency of publication (most likely quarterly, the company said) is set this fall.

Datapro Research Group, a unit of McGraw-Hill Computers and Communications Information Group, is located at 600 Delran Parkway, Delran, N.J. 08075; (609) 764-0100; (800) 328-2776. □



Datapro Consultant (Macintosh Edition) includes a number of multimedia reviews and demonstrations of a variety of Macintosh products, with a SuperCard-based front end and search engine.

Apple ships updated Unix OS for the Mac

Cupertino, Calif. — A/UX 2.0, a major upgrade to Apple's implementation of Unix for the Macintosh, made it out the door late last month.

Based on American Telephone & Telegraph Co.'s Unix System V, Version 2.2, A/UX 2.0 now lets users run Unix, X Window and Macintosh applications from the Mac Finder.

The operating system is available now for $795 on CD-ROM; $995 on tape or floppies; and $2,395 on an 80-Mbyte external hard disk and on preconfigured Mac IIcx, IIci and IIfx systems. Apple's X Window System for A/UX, including both Mac X and a traditional X Window server, is $350.

Upgrades are free to customers who bought Version 1.1.1 after March 19; a variety of upgrade options are available to others.

New versions of A/UX Right to Copy ($495 per system) and A/UX Right to Update ($99 per system) let customers buy a single copy of A/UX 2.0 for installation on multiple Macs. □

Central Point's MacTools Deluxe released; Norton Utilities slips

By Henry Norr

Beaverton, Ore. — Breaking from the post in the Mac disk-utilities sweepstakes a step ahead of rival Peter Norton Computing Inc., Central Point Software Inc. last month began shipping MacTools Deluxe, a $129 package of nine utilities.

Like The Norton Utilities for the Macintosh, MacTools Deluxe was originally due months ago. The Norton program, now owned by Symantec Corp., is slated for release later this month. Symantec's SUM II dominates the category.

Key features in the Central Point package include a Rescue application for recovering files and disks; a Control Panel device (cdev) that lets users examine and undelete deleted files from within any application; a full-featured backup application, including a compression function; and a disk optimizer that provides a color map of disk fragmentation, which is updated as the program works.

A Startup document (INIT), comparable to the Shield module in SUM II, makes copies of critical volume information to facilitate speedy recovery from disk crashes. Other MacTools utilities provide password protection and encryption, partitioning, and searching of file names and contents from the Apple menu.

Through July 31, registered owners of Central Point's PC Tools for the Mac and Copy II/Mac can get the new program for $15; thereafter, upgrades will be $25.

Central Point Software Inc. is located at 15220 N.W. Greenbrier Parkway, Suite 200, Beaverton, Ore. 97006; (503) 690-8090. □

For the Record

MacWEEK's June 26 issue listed a wrong phone number for Supra Corp. The correct numbers are (503) 967-9075 and (800) 727-8772.

The article about Textco Inc.'s Gene Construction Kit in the June 12 issue implied that all versions are copy-protected. Only the $495 version for academic users is protected; the $895 general release is not.

T/Maker Co.'s WriteNow, included in the "Other" category in the chart in MacWEEK's June 26 MarketWatch, accounted for about 10 percent of all sales of Mac word processing packages in 1989.

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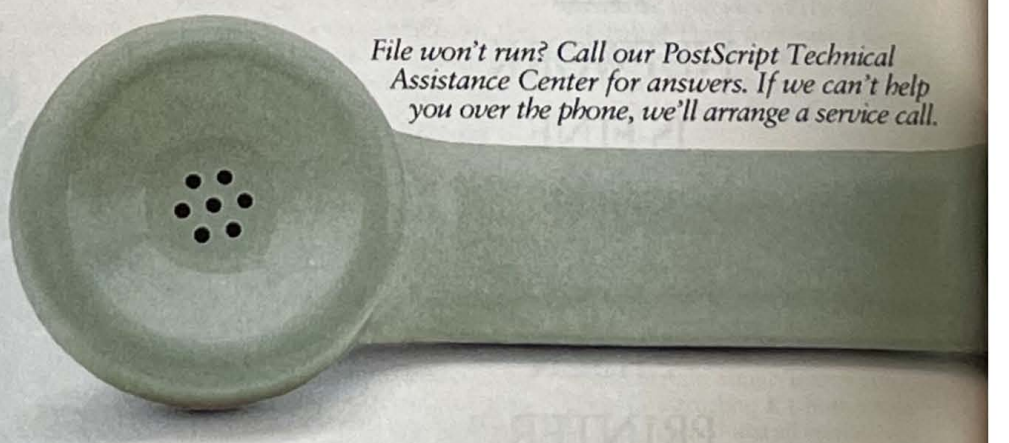

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Anderson & Lembke

Digital World: Users to be producers

Apple exec shows Farallon's Kubrick

Photographer James W. Smith scanned and digitally retouched this image using Adobe Photoshop. The image was part of an Apple-sponsored exhibit at the Digital World conference.

By Connie Guglielmo

Beverly Hills, Calif. — Although the conference was supposed to focus on standards for exchanging digital data, the real news at Seybold Seminars' Digital World conference here last month had to do with the multimedia maneuvers of Apple, IBM Corp. and others.

While IBM reaffirmed its commitment to multimedia technology by announcing a new multimedia division for education and training, Apple and Warner New Media showcased new technologies that give users the tools to become producers as well as viewers of multimedia presentations.

▶ Tyler Peppel, Apple manager of media integration products, showed a low-cost video-editing system that lets Mac users cut, paste and assemble video as easily as they manipulate text and graphics.

Using Kubrick, prototype software from Farallon Computing Inc. of Emeryville, Calif., Peppel controlled inexpensive Sony videotape recorders from the Mac. Kubrick lets users create their own video clips by selecting starting and ending points for each segment, and then organizing the clips, represented by picons (picture icons), into presentations.

Peppel added that Apple has a "healthy working relationship" with Sony and is working on ways to improve the links between the Mac and Sony's consumer video products.

Kubrick, due out later this year, was developed by Jay Fenton, author of VideoWorks II, the predecessor to MacroMind Inc.'s MacroMind Director program.

On the exhibit floor, a host of third-party Mac developers showcased new multimedia products and titles (see story at right). Between the bells and whistles, Apple also paid homage to digital technology by hosting an art exhibit. Called "Photography in a Digital World," it featured photos manipulated with Adobe Photoshop by nine photographers. The exhibit was produced by Future Images Inc. with help from Friends of Photography at the Ansel Adams Center in San Francisco.

▶ Warner New Media of Burbank, Calif., showed its vision of interactive television. "Megillah" is an external box that sits between television sets and LaserVision players, next-generation laser-disc players that handle discs encoded with multiple audio and video channels as well as text for subtitling.

According to Warner New Media President Stan Cornyn, Megillah not only lets viewers choose among several languages stored on the disc but also among several camera angles. "We want to make programs that are like going to the movies with a steering wheel," he said.

Warner is looking for a hardware developer to manufacture Megillah, which Cornyn hopes to see on the market in 1991 for less than $1,000. □

New Scitex system automates coloring, separation of line art

By Carolyn Said

Bedford, Mass. — Comic-book artists, cartographers, textile designers and other artists can colorize and color separate their black-and-white line art with ColorFill, a new application from Scitex America Corp.

The $70,000 system, set to ship this month, includes a black-and-white scanner for inputting artwork, a Mac IIfx with a 19-inch color monitor, a color proofer and ColorFill software. The software is available separately for $15,000.

ColorFill automates several stages of graphics production. In addition to replacing manual coloring, it offers a streamlined output process that bypasses the traditional color-separation process. ColorFill offers the color-manipulation and color-separation features of a high-end pre-press system, Scitex said. Artwork can be output directly to any PostScript-language imagesetter.

Another time-saving feature, Scitex said, allows ColorFill users to create a palette to assign color values to designated areas, such as a recurring character within a comic book.

Scitex America Corp. is located at 8 Oak Park Drive, Bedford, Mass. 01730; (617) 275-5150. □

ColorFill from Scitex America lets users colorize black-and-white line art. They can then manipulate and color separate the artwork, outputting it directly to PostScript imagesetters.

Stauffer Gold puts morgues on Macs

Joplin, Mo. — Newspapers can put their morgues on a Mac with Stauffer Gold, an electronic newspaper library system from Stauffer Media Systems.

Stauffer Gold stores articles on optical discs and lets Mac or IBM PC users file and retrieve them. Stories can be input electronically from a newspaper's production system or scanned in. Available now, the software costs $2,995 for up to five users and $100 for each additional user.

Stauffer Media Systems can be reached at 3316 E. 32nd St., P.O. Box 1330, Joplin, Mo. 64802; (417) 782-0280. □

Multimedia pioneers unveil array of new presentations, animation tools

Several Mac developers and publishers joined Apple in promoting multimedia technology with new product announcements at last month's Digital World conference:

▶ **ABC News InterActive** of New York showed a new $395 interactive multimedia presentation about AIDS as part of its "Understanding Ourselves" series. The HyperCard 2.0-driven disc, which contains interviews with Dr. C. Everett Koop, former U.S. surgeon general, provides facts about AIDS, or acquired immune deficiency syndrome, and tries to expose some of the commonly held myths about the disease. Ted Koppel, ABC News anchor, serves as the guide. The disc also has closed captions for the hearing impaired and a second audio channel in Spanish.

▶ **MotionWorks Inc.** of Vancouver, British Columbia, announced a $295 multimedia extension to HyperCard 2.0 called ADDmotion. Due next month, it is made of up of two modules, MotionPaint and MotionDraw.

MotionPaint is a 24-bit color paint program that lets users create color actors and backdrops and bring them into stacks.

MotionDraw is an animation module that supports four-channel sound. Animations, which can contain 24 objects, are made by drawing a path that can be edited. With path tweening, users select starting points and endpoints for an animation, and the program automatically generates in-between frames. MotionDraw contains ADDmotion Runtime, a HyperCard 2.0 external command (XCMD) that users can distribute royalty-free.

▶ **MacroMind Inc.** of San Francisco said it is planning a fall release for MediaTracks, the point-and-click video-editing system developed by The Multimedia Co. (formerly the British Broadcasting Corp's Interactive Television Unit). Sources said the program will retail for less than $500.

▶ **Truevision Inc.** of Indianapolis announced Movie and Capture, two XCMDs that give HyperCard 2.0 users access to its NuVista video graphics boards. Movie records a digital movie and saves it either in a compressed file format or as a PICS file. Users also can play movies in the background while running other applications.

The Capture XCMD captures a real-time image from video in eight-, 16- or 32-bit color; the captured image can be pasted into the Clipboard or saved as a PICT file or resource.

▶ **Articulate Systems Inc.** of Cambridge, Mass., introduced VoiceLink, a voice- and sound-input device for Macs. The digitizer, to be priced from $250 to $300, will ship next month. The company also announced the ASI Developer Toolkit, which lets users incorporate voice annotation, command and control in their applications.

▶ **HyperPro Inc.** of Sunnyvale, Calif., announced VideoAuthor, a HyperCard 2.0-based authoring package for creating videodisc-based presentations. Formerly BigTimeTV, the $395 package for Mac IIs will ship in July.

▶ **Radius Inc.** of San Jose, Calif., released RadiusTV, a $2,795 video-in board that brings real-time video and TV signals to the Mac screen.

— By Connie Guglielmo

ABC News InterActive demonstrated a HyperCard 2.0-driven videodisc presentation about AIDS that features interviews with former U.S. Surgeon General Dr. C. Everett Koop.

Sleuth ferrets out system info

By Henry Norr

Buena Park, Calif. — Dariana Technology Group Inc., which has for several years sold a diagnostic utility for MS-DOS users, next month will ship a Mac version of the program as well as one for Windows 3.0.

Priced at $149, System MacSleuth will deliver a report detailing the type of Macintosh, processor and coprocessors installed, available memory, System and Finder versions, installed desk accessories, loaded Startup documents (INITs), available network resources, and other configuration information.

Dariana evidently is still learning the differences between Macs and IBM PCs. The company's press release said that MacSleuth will report on the Mac's "SCSI slots" and "parallel ports" and that "DOS system 6.0 or later is recommended."

Dariana Technology is at 7439 La Palma Ave., Suite 278, Buena Park, Calif. 90620; (714) 994-7400. □

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New and improved indexes to Mac literature

Black Gryphon, Niles, MacKay update services

By Henry Norr

Berkeley, Calif. — Three providers of indexes to Macintosh literature last month announced new or enhanced products:

▶ Black Gryphon Ltd., publisher of MacLit: The Guide to Macintosh Literature, last week released an update that extends its bibliography through June. First published in March, MacLit now includes more than 5,000 citations to articles published in magazines and news weeklies beginning in 1988, as well as books published as long ago as 1987.

Periodicals indexed include MacWEEK, MacUser, Macworld, InfoWorld, MacTutor, Apple Direct, Develop and Byte. Articles are not abstracted but are organized in a customizable hierarchical subject-heading system. MacLit was developed with Odesta Corp.'s Double Helix 3.0 by Jan L. Harrington, a noted authority on the program.

A stand-alone version, including a Double Helix runtime engine, is $149. For owners of the Odesta program, MacLit: The Guide is priced at $119. One quarterly update is provided free; a one-year subscription to additional updates is $99. The Guide requires 6 Mbytes of disk space, and a 68020 or 68030 processor is recommended.

Last month, Black Gryphon also began shipping as a stand-alone application the bibliography-management application its guide is based on for customers who wish to use it for other kinds of references. Called MacLit: The Application, its features include automatic creation and updating of a master list of subject headings; a text field that can be used for notes, abstracts or the full text of an article; and Boolean searching on either subject headings or the contents of the text field.

MacLit: The Application is available in stand-alone form for $79 or to owners of Double Helix 3.0 for $49.

▶ Along with the June monthly update to its MacInfo service, Niles and Associates Inc. sent subscribers a new package that includes a new manual and updated keyword list. Based on Niles' EndNote bibliographical application and desk accessory, MacInfo now includes citations and abstracts of 5,179 articles published since March 1989; 3,178 come from MacWEEK and the remainder from MacUser and Macworld.

MacInfo is priced at $120 for the complete starter database and 12 monthly updates; for dealers, user groups, academics and students, the price is $99. EndNotes, ordinarily priced at $129 but available to new MacInfo subscribers for $59, is required.

▶ MacKay Associates announced Mac Double Feature, a $5 disk that includes both an index to 1,600 MacWEEK articles published from January 1989 through last month and a directory of 500 movies from the 1980s.

The MacWEEK Index, with keywords and brief descriptions of each article cited, is part of MacKay's Journal Index series, which also includes a $35 index to 1989 issues of MacWEEK, MacUser and Macworld and a subscription service covering the same publications in 1990. The service is $35 if shipped in the form of July and January updates; it is $65 for bimonthly updates.

The movie database is part of Movies, Movies, Movies, a $35 guide to films from 1915 through 1989.

All of the MacKay indexes, shipped in text format, can be used with a variety of applications. Templates for FileMaker, 4th Dimension, FileForce, Panorama, Microsoft Works and HyperCard are included.

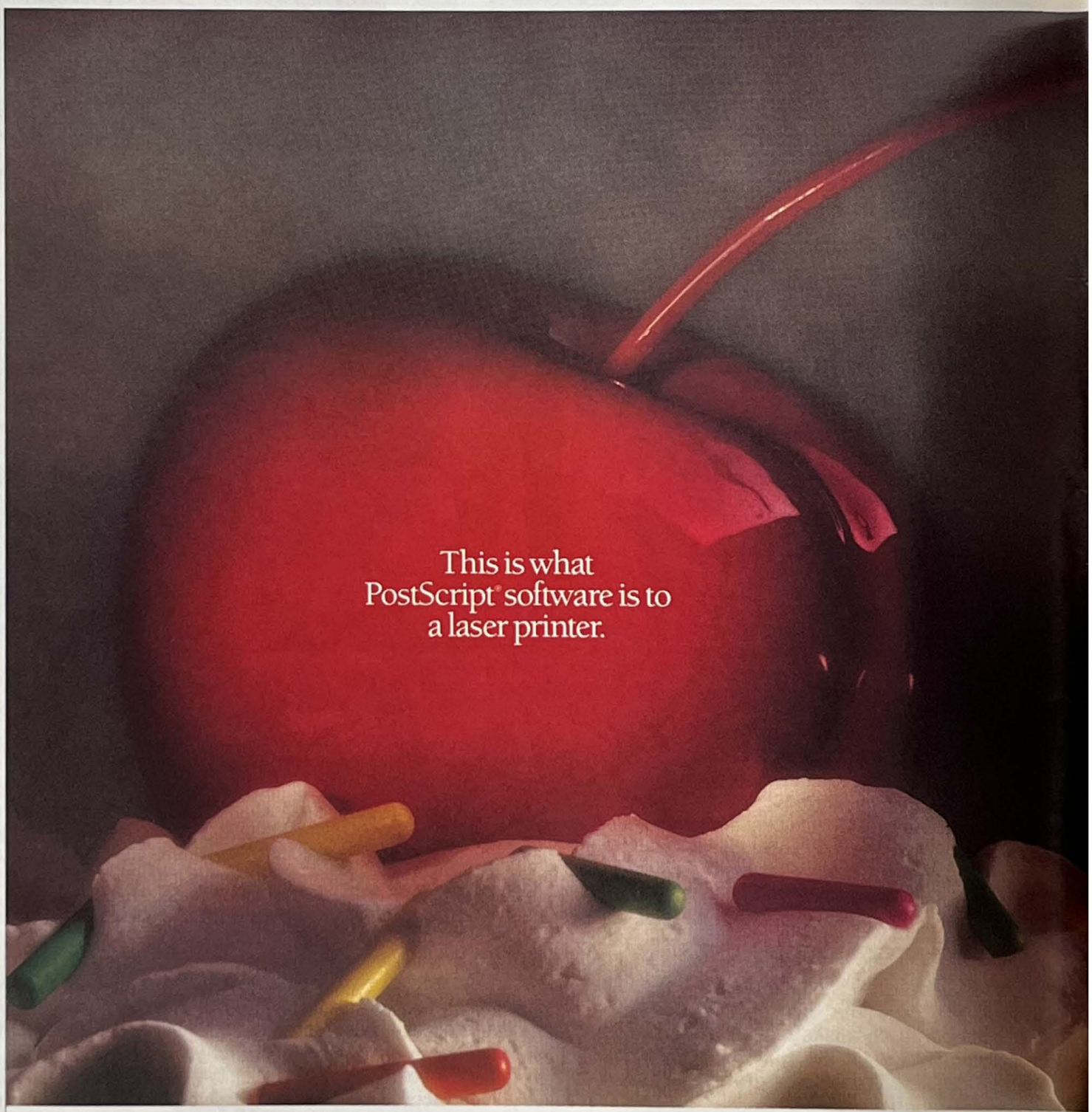
Black Gryphon Ltd. can be reached at RR1 Box 220B, Scout Road, Salt Point, N.Y. 12578; (914) 266-3527. Niles and Associates Inc. is at 2000 Hearst St., Berkeley, Calif. 94709; (415) 655-6666. MacKay Associates is located at 6439 Boxelder Drive, Lincoln, Neb. 68506; (402) 486-3550; (800) 829-6753. □

Nuvotech rebate program

Sausalito, Calif. — Nuvotech Inc. last month launched a summer rebate program on its Ethernet adapters.

The program covers both the NuvoLink SC, a $495 external device that connects any Mac with a SCSI port to an Ethernet network, and the NuvoLink II, Nuvotech's internal adapter card for the Mac II family. For each purchase made between June 15 and Sept. 15, the company will send a $25 rebate on receipt of proof of purchase.

Nuvotech Inc. is at 2015 Bridgeway, Suite 204, Sausalito, Calif. 94965; (415) 331-7815. □



Forthought's utility spools plotter output

By Rochelle Garner

Sunset, S.C. — Forthought Inc. has released a plot spooler and a new DXF (Drawing Interchange Format) translator for its SNAP! 2-D CAD package.

▶ Forthought's $195 Plot Spooler can queue up multiple HP-GL-compatible text files for unattended output to plotters with automatic page- or roll-feed options. According to the company, the standalone program will output any files from any application capable of generating HP-GL-text files.

▶ Also priced at $195, SNAP!/DXF Translator provides bidirectional translation between SNAP! and files saved in the AutoCAD DXF. If the DXF file being translated contains Block sections of symbols, Forthought's translator automatically translates and creates a symbols library. Symbol objects then can be manipulated as whole entities within SNAP!.

The $695 SNAP! uses a design methodology similar to the workstation-based CAD software developed by Intergraph Corp. of Huntsville, Ala.

Forthought Inc. can be reached at P.O. Box 32, Sunset, S.C. 29685; (803) 878-7484. □

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Ehman delivers $499 portrait monitor ...

Evanston, Wyo. — Ehman Inc., which just months ago pushed the price of a two-page display below $1,000, last month began shipping a 15-inch portrait-mode monochrome monitor priced at just $499, including a video card for the Mac II, SE or SE/30.

The Full Page Display System offers a resolution of 640 by 870 pixels at 80 dpi and a refresh rate of 75 Hz. The power cord and video cable included with the system are 6 feet long, making it easy for users to position the display at a distance from the CPU. A tilt-swivel base is included.

The system is covered by a 30-day money-back guarantee and a one-year warranty.

Ehman Inc. is located at 97 S. Red Willow Road, Evanston, Wyo. 82930; (307) 789-3830. □

... and cuts prices on high-capacity drives

Evanston, Wyo. — It's a rare month when Ehman Inc. doesn't announce a price cut on at least some of its hard drives. Last month, the company's highest-capacity models got their turn.

▶ The 180-Mbyte member of the new Ehman E Series was reduced from $1,099 to $849, while the internal version of the same drive, previously $999, was cut to $849.

▶ The 135-Mbyte Ehman E external drive is now $799, down from $999, while the internal equivalent is now $749, reduced from $899.

The drives incorporate Fujitsu mechanisms that deliver an average access time of 20 milliseconds. All Ehman drives now come with improved formatting software and undergo 24-hour burn-in testing, the company said. They are covered by a 30-day money-back guarantee and a two-year limited warranty.

Ehman Inc. is located at 97 S. Red Willow Road, Evanston, Wyo. 82930; (307) 789-3830. □

Survivor trade-in targets Dollars & Sense users

Inglewood, Calif. — Survivor Software Ltd. last month announced a special trade-in offer and conversion utility designed to encourage users of the Dollars & Sense personal and small-business accounting program to convert to MacMoney, Survivor's entrant in the same field.

Monogram Software Inc., the original publisher of Dollars & Sense, in May sold the rights to the program to The Software Toolworks of Chatsworth, Calif. (see MacWEEK, June 5).

Under the new trade-in program, Dollars & Sense users who send Survivor the title page of the manual or the original serial-numbered program disk can get a complete copy of MacMoney 3.5, which normally lists for $119.95, for $49. A utility that converts data from Macintosh Dollars & Sense 4.x to MacMoney format will be sent free to trade-in purchasers.

Survivor Software Ltd. is located at 11222 La Cienega Blvd., Suite 450, Inglewood, Calif. 90304; (213) 410-9527. □

Tech Works updates NanoDISK

By Henry Norr

Austin, Texas — Technology Works Inc. last month began shipping NanoDISK Version 2.0, an improved version of a RAM disk utility that lets users take advantage of any installed memory, even beyond the 8-Mbyte limit of the current Mac operating system.

While the original NanoDISK required a minimum of 16 Mbytes of memory, the new version works on any Macintosh with 4 or more Mbytes of memory and System 6.0.4 or higher. The program lets users set aside from 1 to 28 Mbytes of memory as a RAM disk, which can be accessed far faster than any magnetic medium.

Using a special write-through technology, NanoDISK automatically copies data saved to it to disk, so that it is preserved even if the user accidentally throws away the RAM disk icon or has to restart the Macintosh. The new version has an improved interface that makes it much easier to use, the company said.

NanoDISK 2.0 is priced at $89. Technology Works, a leading supplier of add-on Macintosh memory, also offers it as part of a $1,995 bundle with four 4-Mbyte SIMMs (single in-line memory modules). Certain programs, including TOPS and Microsoft Mail, ordinarily cannot be installed properly on Macintoshes with more than 8 Mbytes of memory, according to Technology Works, but NanoDISK 2.0 comes with a Startup document (INIT) designed to solve the problem. Thanks to the software, the company said, its 4-Mbyte SIMMs are the only ones available that can be used with such programs.

Technology Works Inc. is located at 4030 Braker Lane W., Austin, Texas 78759; (512) 794-8533; (800) 688-7466. □

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BackTrack maintains multiple file versions

By Henry Norr

San Francisco, Calif. — Bringing a standard mainframe file-management technique to the Macintosh for the first time, Santorini Consulting & Design Inc. will this month begin shipping BackTrack, a highly customizable utility designed to preserve copies of earlier versions as a document is edited.

The package, slated to carry a price of $200, consists of a Startup document (INIT), an application used to configure it, and a Control Panel device (cdev) for turning it on and off. Users can tell BackTrack which documents to work with, defining narrow or general "class groups" by file type, creator, location, size, name, or size and name.

Filters, Santorini said, can range from the simple ("keep versions of all files in folders A, B and C") to such complex formulas as "keep versions of all files with the letters 'floorplan' in their name, located in myFolderA or myFolderB, created by MacPaint or MacDraw, and less than 300K in size."

A new version of a selected file, with a user-defined delimiter and a version number appended to the original name, is created the first time the user saves changes made to an existing document in an editing session. To prevent proliferation of version files on disk, the user can limit the number of versions of a file created per day or maintained at any one time; as new versions are created, ones whose dates are older than the user-specified limits are automatically deleted.

Versions are automatically placed in user-specified files.

BackTrack also provides a separate autosave feature; it will execute a user-selected keystroke, such as Command-s, in specified applications at specified intervals.

Santorini Consulting & Design Inc. is located at 1960 Hyde St., Suite 9, San Francisco, Calif. 94109; (415) 563-6398. □

Barneyscan price promo

Alameda, Calif. — Barneyscan Corp. last month announced a summer pricing promotion on its enhanced CIS•3515 Professional 35mm slide scanner. Through Aug. 31, the device, introduced in April, will be available for $7,995, a discount of $1,500 off the suggested retail price.

In addition, customers who buy the CIS•3515 during the promotion will be able to credit its full price toward the purchase of Barneyscan's CIS•4520 Multi-Format Production Scanning System if they buy the $27,995 high-end system before Dec. 31.

Barneyscan Corp. is located at 1125 Atlantic Ave., Alameda, Calif. 94501; (415) 521-3388. □

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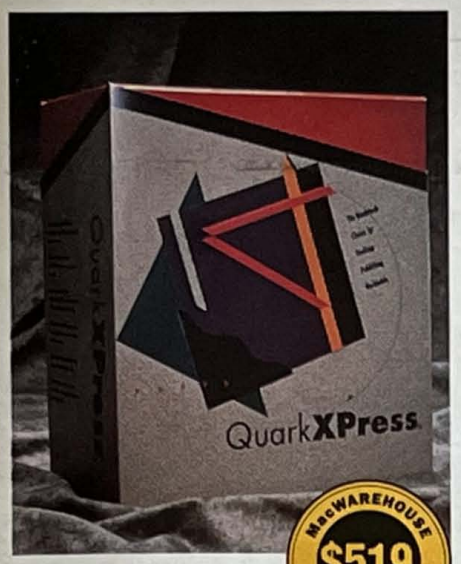

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Quark XPress 3.0

(Quark) XPress 3.0 boasts a more intuitive user interface, many new features, plus redesigned and reorganized documentation. New measurement and page palettes provide the user with interactive on-screen access. A library stores frequently used items, and a pasteboard provides a work area next to each page. You can group text and graphics as a single element and rotate them a full 360 degee in 0.001 degree increments. Color trapping ensures precise color printing. **Fax*FACTS* #2509.**

MacWAREHOUSE $59 DISCOUNT PRICE

QuadLYNX Trackball

(LYNX) The QuadLYNX Trackball uses Honeywell aerospace technology to give precise fingertip control over cursor movement. This device offers much greater precision in cursor placement. Just spin the trackball and the cursor flies across the screen, quickly and accurately to where you want it. Great for desktop publishing, CAD/CAM, graphics and arcade games.
Fax*FACTS* #5018.

MacWAREHOUSE $184 DISCOUNT PRICE

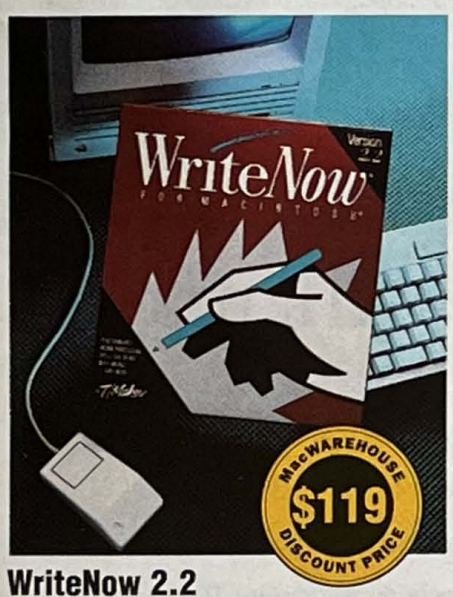
The Organizer

(Co-Star) Put your laser printer on the CoStar Organizer and you'll have a handy place for your printer and all its supplies. In addition, it will spruce up the appearance of your office with its clean design. Its cable management systems keeps wiring neat and out of sight. Beyond that, it provides a place to store extra reams of paper, plus extra paper trays and toner cartridges and casters make the whole system mobile. The CoStar Organizer even has a place to put a hard disk drive. **Fax*FACTS* #1001.**

MacWAREHOUSE $119 DISCOUNT PRICE

Carbon Copy Mac

(Microcom) Carbon Copy Mac is a remote control software package for the Macintosh. It allows one Mac to remotely access and operate another Mac's peripherals, screen, keyboard and mouse. Carbon Copy Mac can be used for training, collaborating, file transfer, troubleshooting and updating software. It is the ideal Macintosh network management tool. Carbon Copy Mac can run locally over an Appletalk network or remotely with modems on both machines. **Fax*FACTS* #1753.**



MacWAREHOUSE $119 DISCOUNT PRICE

WriteNow 2.2

(T/Maker) The fastest and easiest to use Macintosh word processor, WriteNow includes direct MS Word 3.0/4.0 compatibility. This two-time Eddy Award winner also features the largest thesaurus (1.4 million words) and dictionary (135,000 words) combination available in the Macintosh World. Coupled with such features as mail merge, multiple headers and footers, date formatting, multiple columns and predesigned mailing label templates, WriteNow is the Macintosh business word processor of choice.
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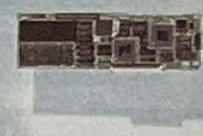

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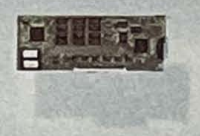

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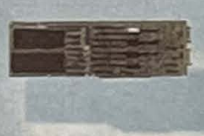

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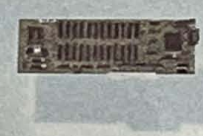

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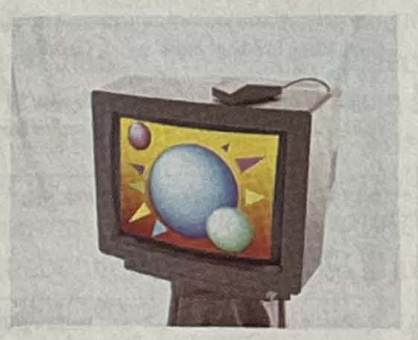

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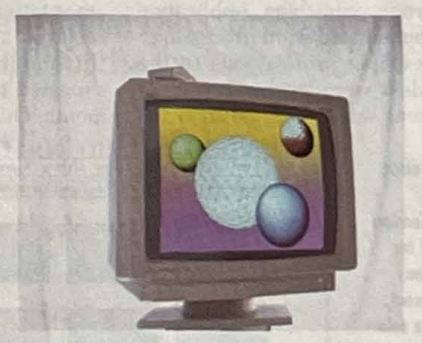

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P.INK steals the show at ANPA

Attendees drawn to SQL, press system

By Carolyn Said

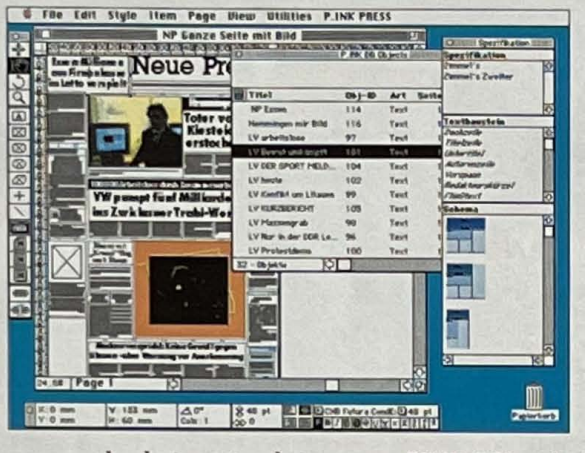
Las Vegas — Although its booth was sequestered in an obscure corner and periodically disrupted by the clamor of an offset press demonstration, a small German software company drew a large share of the spectators' attention at the American Newspaper Publishers Association/TEC '90 trade show here last month.

Belying its size and its booth's location, P.INK Software Engineering GmbH & Co. magnetized ANPA attendees with two heavyweight products: the first Mac SQL database server and a complete newspaper system built around it.

▶ P.INK SQL, which runs over LocalTalk and Ethernet networks, lets multiple Macs function as SQL database servers for up to 25 other Macs each. Client Macs use only 80 Kbytes of memory, whereas clients of SQL servers such as Oracle use 1 Mbyte, P.INK said. Search requests are compiled, and syntax checked and compressed, before being sent over the network, boosting performance and reducing network stress, the company said. P.INK also offers optional SQL Query Optimizer software to further decrease database response time.

Based on a subset of SQL, P.INK SQL is compatible with Sybase mainframe-based SQL for users who require full SQL functionality, the company said.

P.INK offers software links to ACIUS Inc.'s 4th Dimension, Fox Software Inc.'s FoxBASE+/Mac, HyperCard, Silicon Beach Software Inc.'s SuperCard, Informix Software Inc.'s Wingz, Microsoft Excel, Ragtime and QuarkXPress.



P.INK Press, a workgroup publishing system, has an article status list (center) that shows the author, location and other information about articles in an XPress document. A dummying module (bottom right) lets users apply various layouts to the page.

P.INK SQL, which sells in Germany for about $1,200 for a server and five clients, will be available in the United States sometime this fall.

▶ P.INK Press, a workstation publishing system for newspapers and magazines, uses the P.INK SQL database server. The system combines modules for word processing, pagination, administration and advertising management. Pagination is done on QuarkXPress through a QuarkXTension developed by P.INK. The system includes such newspaper necessities as tracking, security and the capability to have multiple users working simultaneously on the same document. P.INK plans an early 1991 release for P.INK Press in the United States.

In the spring of 1991, P.INK also plans to release a QuarkXTension that gives multi-user capabilities to XPress, the company said.

P.INK Software Engineering GmbH & Co. is located at Rothenbaumchaussee 5, 2000 Hamburg 13, West Germany; AppleLink GER.XSE 006. □

How-to book on FrameMaker due

Reading, Mass. — Hot on the heels of the release of FrameMaker for the Macintosh, Frame Technology Corp. and Addison-Wesley Publishing Co. have announced a book about the technical publishing application.

"Using FrameMaker 2.1 for the Macintosh," a 300-page paperback due in August for $22.95, offers practical information on getting the most out of the program, Addison-Wesley said. It includes step-by-step explanations of how to create such projects as newsletters, presentations, books and brochures.

Addison-Wesley Publishing Co. is located at Jacob Way, Reading, Mass. 01867; (617) 944-3700. □

SpeedView monitor displays complete tabloid-size page

By John Webster

Orem, Utah — Digital Technology International Corp. recently brought the tabloid press to the Mac II when it introduced a portrait-oriented display that can show an entire newspaper page on-screen.

Called the SpeedView, the display system is manufactured for DTI by Sigma Designs Inc. of Fremont, Calif., and comes in monochrome and eight-bit gray-scale versions. Both versions support resolutions of 870 by 1,152 pixels at 72 dpi, with a 72-Hz refresh rate.

The screen, which measures 21 inches diagonally, has a 12-by-16-inch display area, enabling users to view an entire tabloid page in actual size.

The monochrome version retails for $2,495, and the gray-scale version is $3,195. Both systems are available now. The company has plans to release a color version of the SpeedView in the fall.

Digital Technology International Corp. is located at 500 West 1200 South, Orem, Utah 84058; (801) 226-2984. □

Pros say QuarkXTensions may help bring Macs to newsrooms

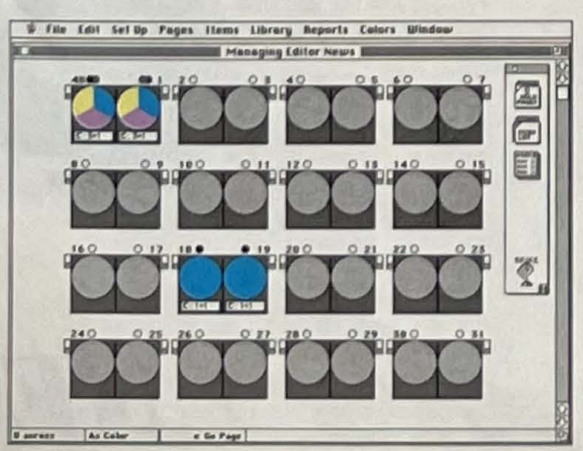
By Carolyn Said

Las Vegas — A suite of developers at the American Newspaper Publishers Association/TEC '90 trade show here last month showed QuarkXTensions, programs that extend the capabilities of QuarkXPress.

The custom software modules, which tailor the $795 desktop publishing program from Denver-based Quark Inc. for specific publishing tasks, addressed some newsroom needs in areas where the Mac has fallen short, such as workgroup publishing, publication management and word processing.

Newspaper professionals at the trade show were optimistic that the XTensions would help position the Mac to satisfy the demands of newspaper production. "You can literally take some of those XPress filters (allowing links to popular newspaper word processors like Atex and XyWrite) and go to town with them," said David Cole, a San Francisco-based newspaper consultant.

Many of the XTension developers are hinging their ship dates on the next major upgrade of XPress. XPress 3.0 was announced in March and slated for shipment in April, but proved to be more bug-laden than expected, a Quark representative said. Service bureaus received a gamma copy of it early this month; the product is now expected to ship at the end of the month, Quark said. □



Page Director, an $895 QuarkXTension designed for publications management, includes a color-management feature that lets users set up and save color-press configurations and apply them to an existing issue.

QuarkXTensions tailor XPress for newspapers

Company	XTensions	Functions	Availability	Price
Baseview Products Inc. P.O. Box 368 Dexter, Mich. 48130 (313) 426-5751	NewsEdit WireManager CommLink QSpool ClassManager	Editing and copy management Wire capture Communications Typesetter spooler Classified-ad administration	Available now Available now Available now Available now Available now	$349 $1,895 $250 $495 $1,495
David King & Associates 1010 Turquoise St., Suite 200 San Diego, Calif. 92109 (619) 488-8118	Palos (photo ad layout system)	Automated picture publishing database	To ship in fall	One user, $6,500 Additional users, $4,500
John Juliano Computer Services Co. 570 Fidelity National Bank Building Decatur, Ga. 30030 (404) 373-8411	Atan EXPRESS	Lets XPress import files from Atex terminals with formatting intact	To ship this month	Site license, $20,000 Individual pricing available
Managing Editor Software Inc. 8208 Brookside Road Elkins Park, Pa. 19117 (215) 635-5074	Page Director Ad Director	Dummies publication, controls configurations for color press setup, generates reports Automated advertising control and dummying system	To ship this month To ship in October	$895 Price not yet set
North Atlantic Publishing Systems Inc. P.O. Box 832 Carlisle, Mass. 01741 (508) 250-8080 or (404) 973-6637	CopyBridge CopyFlow 2.0 CopyFlow Reports	Lets XPress import, export and translate XyWrite files Automatic batch import and export of files Generates reports on status of files included in XPress document	To ship in August Available now Available now	$1,500 $395 $225
P.INK Software Engineering GmbH & Co. Rothenbaumchaussee 5 2000 Hamburg 13 West Germany AppleLink GER.XSE 006	P.INK Press	Adds workgroup management, tracking features to XPress; includes applications for administration, word processing and advertising management	U.S. version expected in early 1991	Pricing not available
Pre-Press Technologies Inc. 2443 Impala Drive Carlsbad, Calif. 92008 (619) 931-2695	SpectreSeps QX SpectreScan QX	Does continuous-tone color separations of XPress documents Allows direct image scanning from within XPress	To ship in August To ship in August	$295 $295
Synaptic Electronic Publishing 215 South St. Excelsior Springs, Mo. 64024 (816) 637-7233	NewsLink ClassAdLink PhotoLink AdLink ArtBoard Pro	Lets XPress import copy and data from Synaptic's PC-based editorial, classified ad, wire Teknavia photo management and ad scheduling programs, respectively Does display ad makeup	To ship this month To ship this month To ship this month To ship this month To ship this month	$500 $500 $500 $500 $795

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SuperMac details LaserFrame optical

By Henry Norr

Sunnyvale, Calif. — Confirming earlier reports, SuperMac Technology last month announced a new rewriteable magneto-optical drive specially engineered for use with large graphics files.

The new LaserFrame drive has a formatted capacity of 568 Mbytes (284 Mbytes per side). While the drive's $6,499 price tag puts it well above most competing magneto-optical units, SuperMac said the LaserFrame can read data 50 percent faster than its rivals, thanks to a proprietary SCSI driver that uses "blind" reads and other optimizing techniques.

The drive also can read from and write to cartridges that comply with the American National Standards Institute and International Standards Organization standards for magneto-optical drives. Based on a modified Sony mechanism, it is shipped with partitioning and encryption software and with DiskFit, SuperMac's popular backup utility.

Until Sept. 30, the LaserFrame will be shipped with a cartridge. Additional cartridges are priced at $349.

SuperMac Technology is located at 485 Potrero Ave., Sunnyvale, Calif. 94086; (408) 245-2202. □

Internal 310MB drive for 3-slot Macs joins Optima's high-end storage line

By Henry Norr

Irvine, Calif. — Optima Technology Corp., a new player at the high end of the storage market for Macs and other platforms, last month introduced what is apparently the highest-capacity and highest-priced 3.5-inch internal hard disk available for the Mac IIcx and IIci.

The MiniPak 310I, with a capacity of 310 Mbytes, was engineered specifically for the IIcx and IIci, the company said. Previously, internal disks of such capacity were available on the popular three-slot machines only with the addition of a special bracket that makes it possible to install 5.25-inch drives.

Priced at $4,695, the drive offers an average seek time of 12.5 milliseconds and a sustained transfer rate of 1.55 Mbytes per second. Optima representatives declined to identify the manufacturer of the drive mechanism.

While the MiniPak 310I is a Mac-specific internal unit, the rest of Optima's drives are external models compatible, via a dealer-installed adapter kit, with both standard and extended versions of the IBM PC AT bus and with IBM's Micro Channel architecture, in addition to the Mac.

The lineup includes three series:

▸ **The DisKovery line.** Packaged in zero-footprint cases, the series includes 100-, 200-, 310- and 420-Mbyte drives, priced at $2,090, $3,390, $5,490 and $6,690, respectively, including the $195 Mac kit. A 45-Mbyte removable drive is also available at $1,890. Average seek times range from 25 milliseconds for the 100-Mbyte drive to 14 milliseconds for the 325-Mbyte model, according to the company.

▸ **MiniPak drives.** These come in compact cases measuring approximately 6 by 8 by 2.5 inches. They are available in capacities of 100, 200 and 310 Mbytes, priced for the Mac, like the comparable DisKovery drives, at $2,090, $3,390 and $5,490, respectively. Average access times for the two smaller capacities are 25 and 20 milliseconds, respectively. The 310-Mbyte unit, however, features an unusually fast 12.5-millisecond average access time, as well as an exceptional 150,000-hour rating for MTBF (mean time between failure).

▸ **The Concorde line.** Models include a 635-Mbyte drive priced at $7,790 for the Mac and a newly introduced 1-Gbyte unit at $9,990. Both also feature MTBF ratings of 150,000 hours.

Optima's Mac application kit includes software that can create A/UX and ProDOS as well as Mac partitions. Partitions can be locked, password protected and mounted with DiskMount, a desk accessory that is also part of the package.

The company's pricing bucks the recent trend toward dramatically lower prices for Mac hard drives. To justify the cost of its drives, according to Tarek Ayoub, Optima vice president of sales and marketing, the company offers stringent quality control; Optima Assurance, a three-year full-replacement warranty; 24-hour technical assistance via phone, modem and fax; and a quarterly newsletter.

For customers willing to accept shorter warranties in exchange for lower prices, Ayoub said, all Optima drives also are available with a one-year warranty at a 20 percent discount.

Optima Technology Corp. is at 17526 Von Karman, Irvine, Calif. 92714; (714) 476-0515. □

What The Best Backup Systems Have To Back Them Up.

The highest performance tape backup systems for Macintosh™ all have one thing in common. They rely on data cassette to back them up. Because CMS, EMAC, Mac Products USA, MicroNet Technology, Procom Technology, Ruby Systems and Thirdwave Computing know that the data cassette is the best format for backing up your Mac.

These companies prefer data cassette systems because they're fast, with transfer rates of up to 14 MB per minute, they're economical, and they feature unsurpassed reliability. The editors of two leading industry magazines agree.

In December 1989, Macworld™ compared tape backup systems; and in file-by-file backup and restore speed comparisons, the cassette format dominated. Macworld's review of all tape backup systems touted the data cassette drive's performance as "fast and reliable . . . consistently good-to-excellent performers in our speed tests." While MacUser's™ December 1989 report goes one step further, stating "Cassette drives offer greater capacity and more speed." What more needs to be said?

When it comes to tape backup systems, make sure you go with the top rated format for Macintosh: the data cassette. And the company that backs up the best data cassette systems is TEAC. Because at TEAC, we know that our customers expect the best.

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Neon enters Ethernet-monitoring software race

By Henry Norr

Lafayette, Calif. — NetMinder Ethernet, a network-analysis tool announced earlier this year by Neon Software Inc., began shipping last month.

The software-only product is priced at $495, yet its capabilities rival those of hardware-based diagnostic systems that cost 30 to 50 times as much, Neon said.

The program helps network managers debug Ethernet installations and monitor and improve performance by capturing data packets transmitted across the network. All packets or only those specified in up to five user-defined filters can be captured. During data collection, which can be set to begin at a specific time (absolute or relative) or on receipt of a particular packet, packet statistics are displayed in real time in both graphical and numeric formats.

After data collection, users can scroll through packet header information (protocol type and source and destination addresses), packet identification numbers, time stamps, sizes, and error indicators. Several AppleTalk and Internet Ethernet protocols, as well as XNS (Xerox Networking Services) protocols, are decoded, while others are displayed in hexadecimal format.

Ron Therrien, program manager for computing architectures at the GE Aerospace group in King of Prussia, Pa., said the Neon program "provides probably 80 percent of what you'd get with a $20,000 hardware monitor," although he said he regretted that the current version doesn't allow him to do the kind of post filtering that hardware-based systems allow.

Therrien said that, after evaluating both EtherPeek and NetMinder Ethernet, he is planning to install a copy of the Neon software at 15 sites, all of which are linked by high-speed bridges into a single complex network running DECnet, TCP/IP, XNS and AppleTalk protocols.

"I needed something for a typical network manager, who isn't necessarily a skilled technician," he said. "EtherPeek looks more like traditional monitors, but NetMinder takes better advantage of the Mac interface. It even lets you set up filters with dialog boxes that offer you plain-English options."

NetMinder Ethernet runs on any Mac II equipped with one of the following Ethernet cards: Apple's EtherTalk NB, the Kinetics EtherPort IIN from Novell Inc.'s Excelan division, 3Com Corp.'s EtherLink NB and Asanté Technologies Inc.'s MacCon II/E.

Neon's founder, Chief Engineer and President Michael Swan, was one of the founders of Kinetics Inc. and a co-developer of its Fastpath gateway.

Neon Software Inc. is located at 1009 Oak Hill Road, Suite 203, Lafayette, Calif. 95549; (415) 283-9771. □

Avant Garde planning update for EtherPeek

By Henry Norr

Walnut Creek, Calif. — The Avant Garde Group will this month begin shipping Version 1.2 of EtherPeek, its 2-month-old Ethernet network-analysis program.

The upgrade will arrive just weeks after the release of another entrant in the rapidly developing category of network monitoring software, Neon Software Inc.'s NetMinder Ethernet (see story above). Both programs are designed to help network administrators debug, analyze and tune Ethernet LANs by providing tools for capture, display and interpretation of network traffic.

New features in EtherPeek 1.2, according to The Avant Garde Group, include continuous packet capture, packet slicing, bar graphs showing transmission and reception rates and protocol types, and capture and display of corrupted packets. The software is now also compatible with Nuvotech Inc.'s NuvoLink II and Compatible Systems Corp.'s Ether+, as well as the Apple, Novell, 3Com and Asanté cards that work with the Neon program.

EtherPeek can be used from an SE/30 with a Novell EtherPort SE/30 card; its competitor requires a Mac II.

Like the original release of EtherPeek, Version 1.2 is priced at $475. Registered owners will receive the upgrade, and any additional updates through the end of the year, at no charge.

The Avant Garde Group is located at 2540 Camino Diablo, Suite 202, Walnut Creek, Calif. 94596; (415) 937-7900. □

AMAZING STORIES.

Information Management

The HyperMedia Group, Emeryville, CA

The HyperMedia Group used interactive color, multiple windows, and list fields to build this catalog with on-line ordering for Electronic Catalog Corp.

Integrate and manage your data within a familiar Mac interface that you customize for your needs. Access major databases, from Mac to mainframe. List fields, custom menus, multiple windows, and the ability to create standalone applications are just a few of the features that make SuperCard ideal for creating...

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- Self-running information kiosks
- Integrated applications for analyzing, managing, and presenting data

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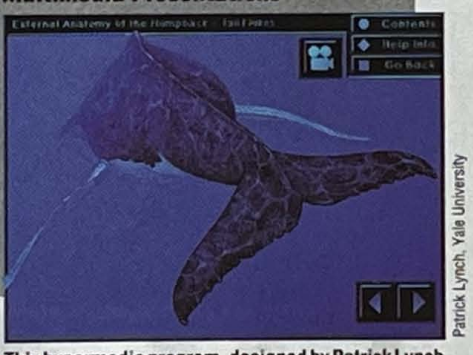

Patrick Lynch, Yale University

This hypermedia program, designed by Patrick Lynch of Yale University, uses sound, video, and full-color graphics in an interactive front end to a video disc.

Supercharge your communications with the power of multimedia presentations using SuperCard's support for full color graphics, multiple animation formats, color text, and support for video and sound. Get your audience's attention using multimedia in...

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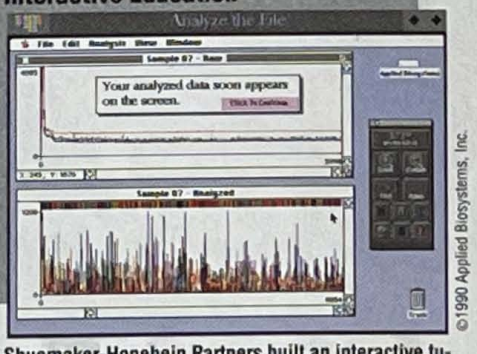
Interactive Education



©1990 Applied Biosystems, Inc.

Shuemaker-Honebein Partners built an interactive tutorial for Applied Biosystems, Inc., to teach researchers how to use the firm's DNA sequencing system.

Shorten learning times and increase retention by letting students learn at their own pace, in their own way. The ability to customize menus, dialog boxes, and tool palettes and to make any object a "button" allow you to create flexible, interactive educational tools. Projects can be modified for students of varying levels quickly and easily for...

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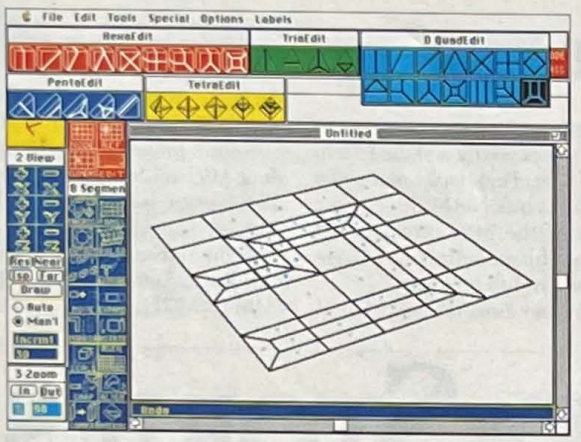
System requirements: Macintosh Plus, SE, SE/30, Portable or Macintosh II models. System 6.0.4 or later. SuperCard, ScriptTracer and the Silicon Beach Software logo are trademarks of Silicon Beach Software, Inc. Macintosh is a registered trademark of Apple Computer, Inc.

Version 1.5 Now Shipping! Free to registered users. Also includes: ScriptTracer™ debugger, hierarchical and pop-up menus, true list fields, and more...



Version 4.1 of LapCADII finite-element modeling software uses analysis results from MSC/NASTRAN to display shapes and contours. Models can be created with up to 10,000 grid points.

LapCADII doubles model size

By Rochelle Garner

Chula Vista, Calif. — LAPCAD Engineering is offering a new version of its LapCADII finite-element modeler that can handle 10,000 grid points, up from 5,000 in the previous release.

Version 4.1 of the $495 program also includes post-processing capabilities with MSC/NASTRAN, The MacNeal-Schwendler Corp.'s host-based finite-element analysis package. MSC/NASTRAN results can be read and plotted by LapCADII to display deformed shapes and stress contours. Users also can select grid points or elements to see associated MSC/NASTRAN analysis data.

The program's solid-modeling capability also has been improved. Solid meshes now can be edited simply by clicking on icons that correspond to mesh patterns, which then superimpose the new patterns on the selected portion of the mesh.

LapCADII outputs models in MSC/pal 2 (also from MacNeal-Schwendler) and MSC/NASTRAN formats and can accept geometry in DXF (Drawing Interchange Format) and PICT.

LAPCAD Engineering is at 1568 Diablo Point Court, Chula Vista, Calif. 92011; (213) 594-5878. □

MacShack's MyTimeManager wins users

By Raines Cohen

Cambridge, Mass. — On the strength of a steady stream of upgrades, a personal time-management program from a small developer here has progressed from its bare-bones origins to win a loyal following among Mac users.

MyTimeManager, published by MacShack Enterprises, is designed to help users plan, schedule and organize appointments and to-do lists, as well as print daily, weekly and monthly calendars.

First released in 1987 and currently at Version 2.6.4, the program allows direct entry both of one-time and repeating events. Users can define up to 10 categories for classifying appointments and list entries.

Appointments and events can be defined by typing in information or by selecting and dragging items. MTM automatically detects and helps reschedule overlapping events.

Users can enter appointments, even without knowing an exact date, by selecting "Next" or "Every" and "Friday," for instance, from pop-up menus. A window provides time-zone conversion functions for travelers and international businesses.

When the application is running, it can provide advance notification of pending appointments; under MultiFinder, the reminders appear even if MTM is in the background.

Users of the $79.95 program said it helps them organize and plan appointments. "I carry a disk back and forth from office to home," said Daniel Kalikow, a principal engineer at Digital Equipment Corp. in Littleton, Mass. "The display of filled blocks of time, in color, is a major advantage. The company is pretty responsive to user input."

"We're a small law firm, and we use MyTimeManager more than any other program, sharing calendars on our network," said Mitchell Nisonoff, a partner at Kirshner & Nisonoff in New York. "The nice thing is that it is really dynamic and lets you look at the data in several different views."

A demo version is available free from on-line services and user groups or for $10 from MacShack.

MacShack Enterprises is located at 19 Harrington Road, Cambridge, Mass. 02140; (617) 876-6343. □

Soft-SET discounts Aranda for schools

Vancouver, British Columbia — Soft-SET Technologies Inc. last month announced a 66 percent educational discount on its Aranda computer-aided software and engineering program.

The program, which is designed to facilitate the reworking and maintenance of software by automating the analysis and documentation of existing code (see MacWEEK, March 27), normally lists for $995. Under the new program, the first unit will cost educational buyers $338; volume prices are even lower, dropping to $168 per copy for purchases of more than 26 copies.

In addition, the company announced a student version priced at $50. That version is fully functional, the company said, except that it is limited to projects with fewer than 5,000 lines of code.

Soft-SET Technologies Inc. is at 301-1847 W. Broadway, Vancouver, British Columbia, Canada V6J 1Y6; (604) 734-1622. □

IN NETWORKING TODAY IT'S SURVIVAL OF THE FASTEST.

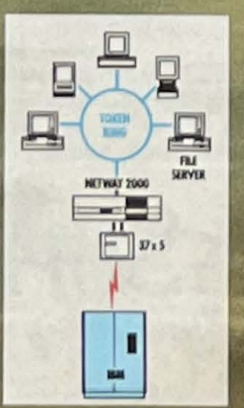
It's a jungle out there.

That's why Tri-Data created the fastest Macintosh Token Ring LAN adapters available. The LanWay TR 16/4 Family.

The Family consists of two adapters: one NuBus card that fits any Macintosh II family member and one for the SE/30. They are compatible with Apple's TokenTalk standard as well as all AppleTalk services, such as Apple's Internet Router, E-Mail, and File Sharing via AppleShare, Novell, TOPS, and 3COM.

Equipped with the new Texas Instruments TMS380C16 Token Ring processor, the LanWay adapters are capable of both 16 Mbps and 4 Mbps operations in a single adapter.

The adapters are *software* switchable between the two speeds, combining ease of installation with flexible options depending on network need.



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ACIUS

Hand-held ClearScan Color goes pro

Monochrome head added to scanner

By Pamela Pfiffner

Sunnyvale, Calif. — NCL America Computer Products Inc.'s ClearScan Color hand-held scanner for the Mac is about to grow a second head.

A new companion product called the ClearScan Color Pro will have a monochrome head for more-accurate scanning of line art and text in addition to a head for capturing eight-bit color data. Users simply plug in the head to the scanning job.

ClearScan Color Pro, priced at $945, is scheduled for release this month. The ClearScan Color, offering 300-dpi resolution and eight-bit color, is now shipping at $795. According to NCL, ClearScan actually captures 4,096-color data, which is then interpolated to a 256-color display. It also operates as a 256-level gray-scale scanner.

Users can mesh image strips generated by the ClearScan Color hand-held scanner with the software's Gather function. A Real size view window magnifies the area for more-accurate alignment.

Along with basic editing functions, such as cut, move, rotate and duplicate, the software supports gamma correction, three levels of brightness, Rich and Thin saturation settings, and Warm and Cool controls for boosting red and blue values, respectively. Images can be saved in TIFF, PICT and MacPaint formats.

Like most hand-held scanners, the unit's image area is limited. ClearScan scans images in 2.5-inch-wide paths in 5-inch-long strips. But the software NCL ships with ClearScan includes a Gather function that lets users compile image strips into a single document. A Real size view window magnifies the area to be matched and allows for more-accurate alignment.

Once images have been gathered, ClearScan Color software lets users create an optimized custom color palette for each file.

NCL America Computer Products Inc., the U.S. subsidiary of Tokyo-based National Computer Ltd., is located at 1221 Innsbruck Drive, Sunnyvale, Calif. 94089; (408) 734-1006. □

Contact Ease lead-tracking program features automated follow-up

By Henry Norr

San Diego — WestWare Inc. this week will begin shipping Version 1.1 of Contact Ease, a direct-mail and telemarketing program that promises to automate follow-up contacts with leads, prospects and clients.

The $395 application's key feature is automatic execution of user-defined plans for keeping in touch with contacts. Plans, according to WestWare, can range from simple sequences, such as sending three letters over a two-month period and then calling if the contact hasn't responded, to sophisticated conditional programs determined by the contact's response to previous steps.

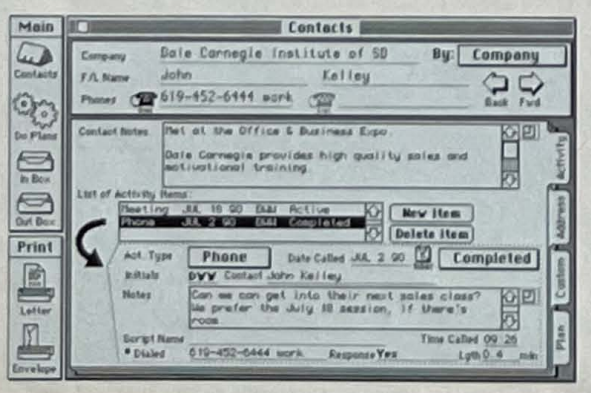
When the user clicks on the Do Plans button, Contact Ease automatically executes current tasks specified in active plans; it even generates the appropriate form letters, without requiring the user to perform any mail-merge operations. A record of the letter is entered when it is printed, and envelopes or labels, complete with Postnet codes (postal bar codes), can be generated automatically. Phone numbers can be dialed with the click of a button and automatically logged.

In addition to tailoring different plans for different groups, users can set up several different plans for a single group and later generate a plan-performance report to find out which plan was most effective.

WestWare shipped the first release of the program, Version 1.0.1, in May. This week's update, which will be free to registered owners, promises to double the speed of the program's main window, the Contact window. It also supports two additional printers, Hewlett-Packard Co.'s DeskWriter and CoStar Inc.'s LabelWriter.

The base version of Contact Ease supports up to five simultaneous users on an AppleShare, TOPS or Novell network. Other versions supporting larger numbers also are available.

WestWare is located at 10148 Diamond Head Court, Spring Valley, Calif. 92077; (619) 660-0356; (800) 869-0871. □



WestWare's Contact Ease lead-tracking application features an iconic interface and an innovative "plans" system that automates custom follow-up strategies.

Levco scores again: 860i card first to use Intel's 64-bit RISC processor

By Henry Norr

San Diego — Levco Sales, a pioneer in the development of accelerators and high-speed coprocessors for the Mac, last month scored another first with the introduction of the Levco 860i card, the first Mac add-on to use Intel Corp.'s speedy i860 chip.

Originally developed as a rendering engine for a Levco version of Pixar's MacRenderMan software, the NuBus card is intended for custom applications that use high-level graphics routines and other compute-intensive programs. Levco said the card delivers more than 25 times the performance of a Mac II.

Peak performance of the i860, a 64-bit RISC (reduced instruction set computing) processor running at 40 MHz, is rated at 80 Mflops (millions of floating-point operations per second) and 40 mips.

The board, which is due in September, will include 8 Mbytes of RAM that can be expanded to 32 Mbytes, two serial ports, a SCSI port and a link that connects the 860i to Levco's modular transputer-based TransLink parallel-processing system.

A complete suite of development tools for use with the card, including editors, debuggers, compilers, performance monitors, and libraries for scalar and vector processing, also will be available, the company said.

Prices for the Levco 860i will begin at $5,500, including a C compiler, according to the company.

Levco Sales is located at 6181 Cornerstone Court E., Suite 101, San Diego, Calif. 92121; (619) 457-2011. □

Levco Sales' 860i board, based on Intel's 64-bit i860 RISC processor, was originally designed for use as a coprocessor platform for rendering images like this with a special version of Pixar's MacRenderMan.

Sitka, Solutions release more mail gateways

By Carolyn Said

Alameda, Calif. — Gateways, the software tools that bridge between electronic mail running on a LAN and wide-area communications services, continue to proliferate for Macintosh E-mail systems.

▶ Sitka Corp. (formerly TOPS Corp.) last month released Mail*Link SMTP, which connects the company's InBox Plus with Unix networks using SMTP (Simple Mail Transfer Protocol). Mail*Link SMTP will let InBox Plus users seamlessly exchange messages with users of Unix Mail, IBM PROFS, Digital Equipment Corp.'s VMSmail and ALL-IN-1, Data General Corp.'s AOS/VS mail, and Hewlett-Packard Co.'s DeskMate, Sitka said.

Mail*Link SMTP sells for $249 for two users, $995 for 10 users, $2,950 for 50 users and $4,950 for 100 users.

▶ Solutions Inc. is now shipping Faxgate Plus 1.1, which now supports CE Software Inc.'s QuickMail in addition to supporting Microsoft Mail. With Faxgate Plus, Microsoft Mail or QuickMail, users can send and receive faxes as regular E-mail messages. The program requires Solutions' $245 BackFAX software and a BackFAX-supported fax modem on the server. It includes a five-user pack of Solutions' MailMaker software, which lets users create image files of documents from any Macintosh application for transmission via fax.

Faxgate Plus sells for $395. Additional copies of MailMaker are $40 for one user, $195 for five users, $345 for 10 users and $1,250 for 50 users.

Sitka Corp. is located at 950 Marina Village Parkway, Alameda, Calif. 94501; (415) 769-9669.

Solutions Inc. can be reached at 30 Commerce St., P.O. Box 783, Williston, Vt. 05495; (802) 865-9220. □

Brooks/Cole announces Maple 4.2.1

By Henry Norr

Pacific Grove, Calif. — Brooks/Cole Publishing Co., publisher of the Macintosh version of the multiplatform symbolic computation program called Maple, last month announced Version 4.2.1 of the $395 program.

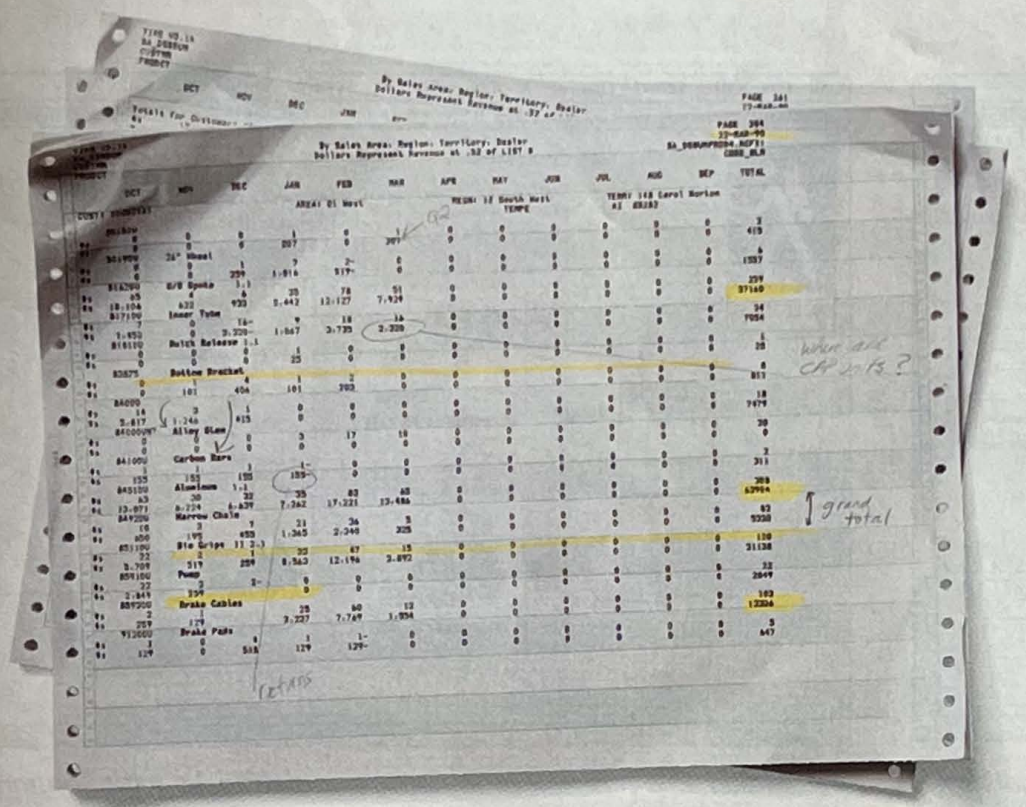
The new release makes the command-driven program much easier to use, according to the company. Enhancements in Version 4.2.1 include new prompts and procedures that simplify the entry and execution of Maple commands, a new multi-level help system accessible from a menu, and the capability to save and reopen session windows.

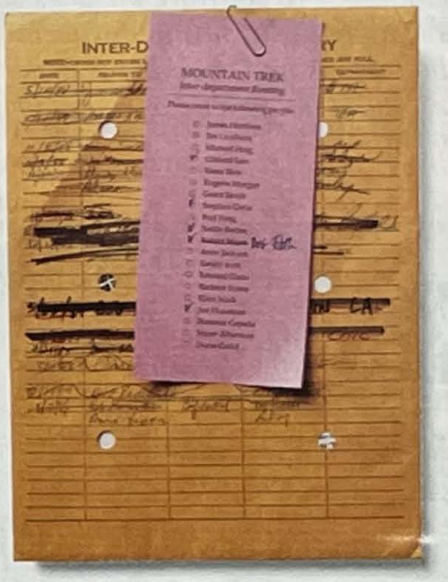
Maple was originally developed for use on mainframes at the University of Waterloo in Ontario. The program requires only 1 Mbyte of memory, which makes it the most efficient symbolic computation system for the Macintosh, according to Brooks/Cole Publishing. It comes with an extensive library of more than 1,500 mathematical functions, for which source code is included; users can modify existing functions or add their own.

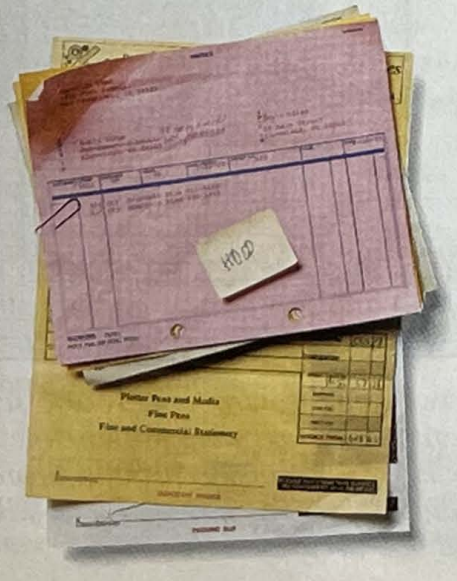
Upgrades are free to customers who bought the program during 1990 and $30 to other registered owners. A free demonstration package and information on site licensing is available from the publisher.

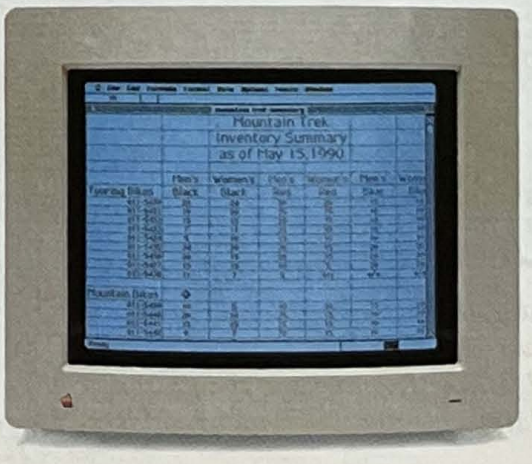
Brooks/Cole Publishing Co. is located at 511 Forest Lodge Road, Pacific Grove, Calif. 93950; (408) 373-0728. □

You can't always choose the data you have to manage.

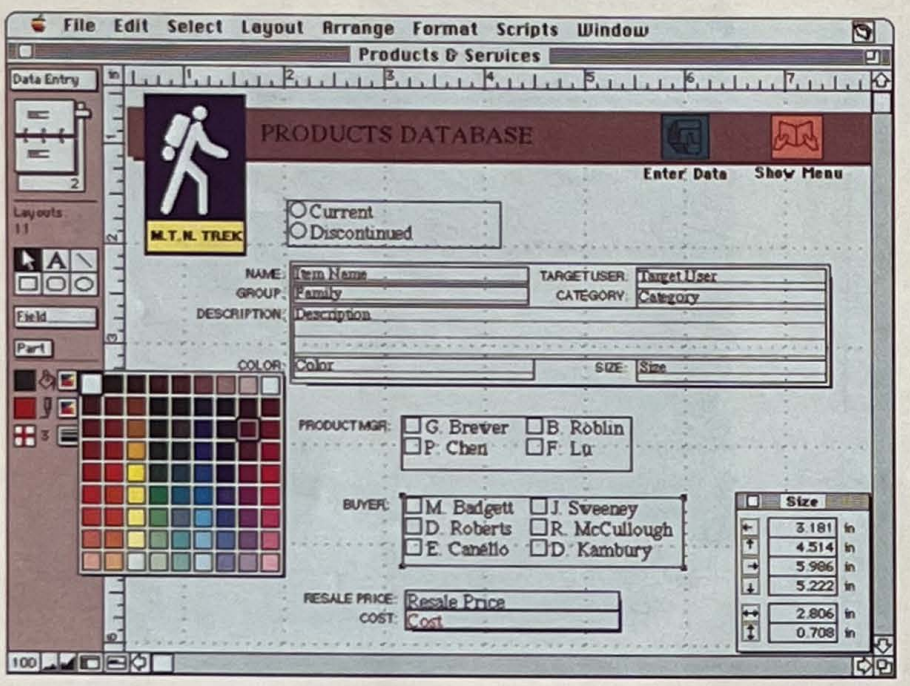




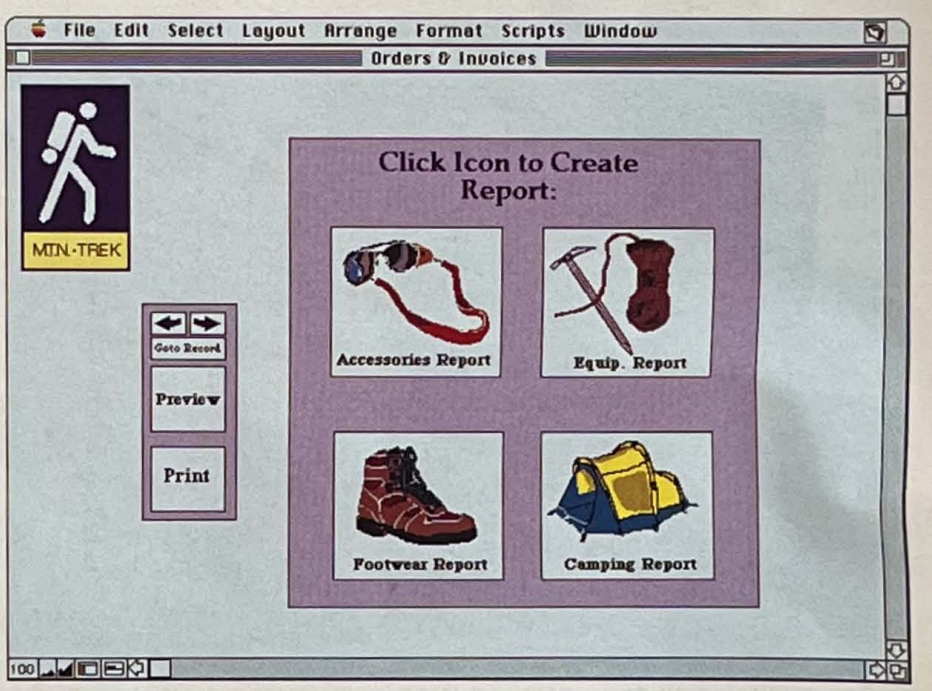




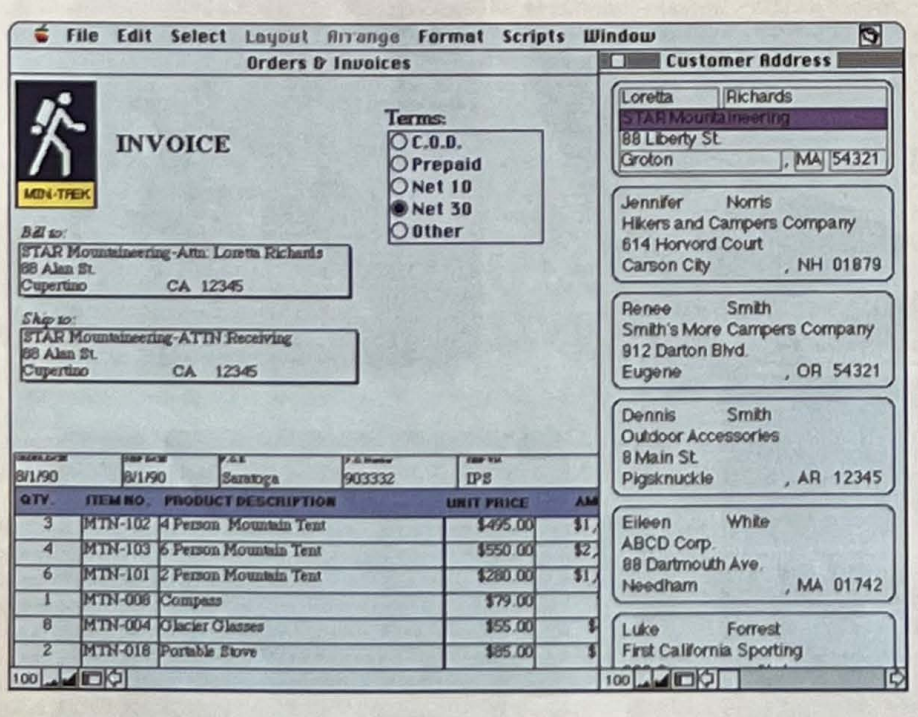
But you can choose how to manage it.



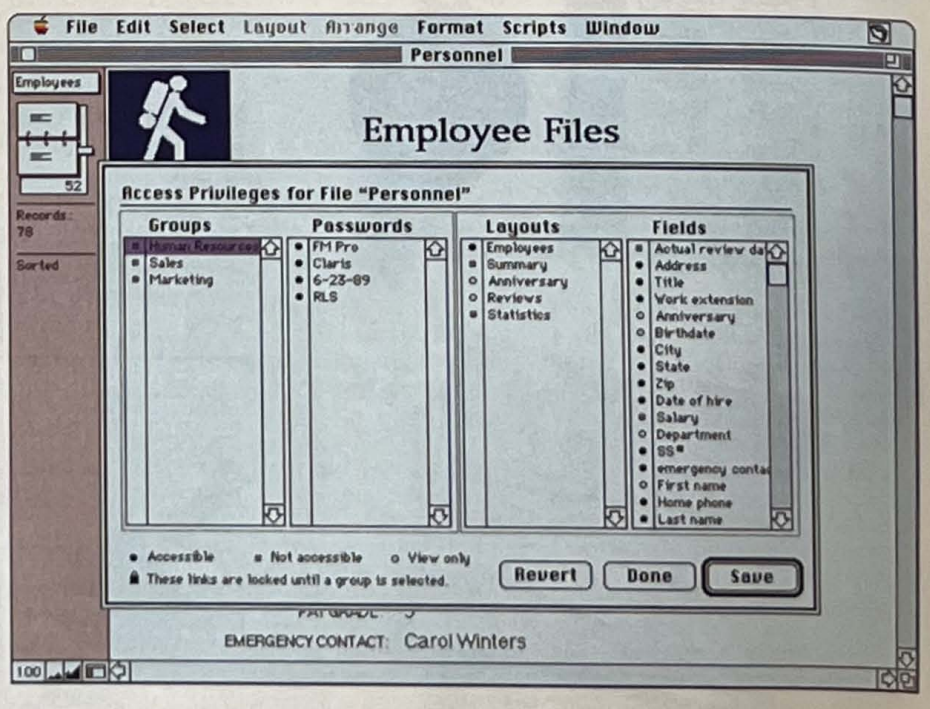
FileMaker® Pro software includes sophisticated drawing tools so you can create layouts in any form you choose. Pop-up menus, radio buttons and checkboxes make entering data fast and accurate. And a full palette of colors helps people vividly see your thoughts.



FileMaker Pro lets you automate repetitive tasks with "buttons." It's easy. Simply select any object or graphic on the screen and a "button" is born. Buttons can invoke commands, trigger scripts, and switch layouts—all without plodding through a programming language.

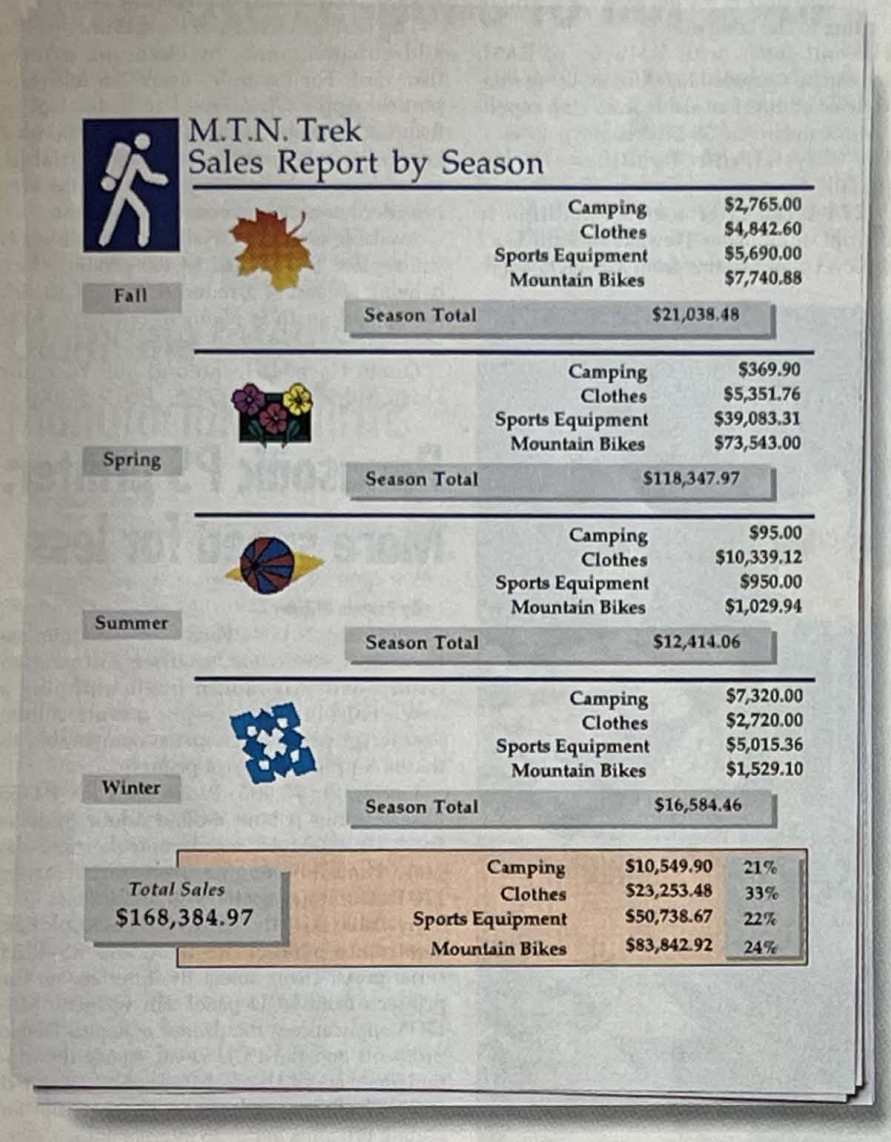


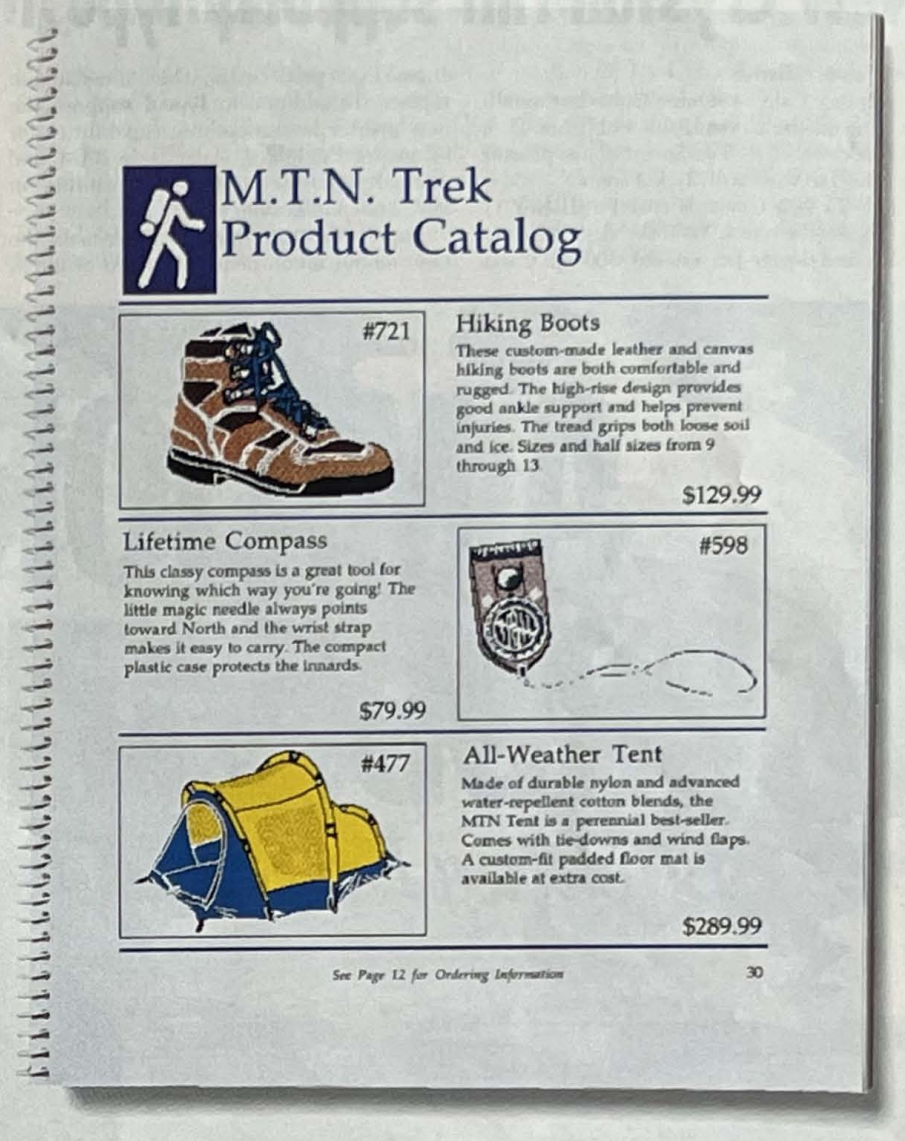
Multiple-file lookups let you relate data. For example, when you want your monthly invoices to each show customer address, FileMaker Pro looks at the customer name, searches the customer address file and fills in each address for you—all automatically.



You can share files on a network and control exactly who sees what on their screen. For example, if you want to share the hire date of an employee, but not his salary, simply check the appropriate boxes in the access dialog box. The hire date field will be shown. The salary field will not. Security is this simple.

And publish it.

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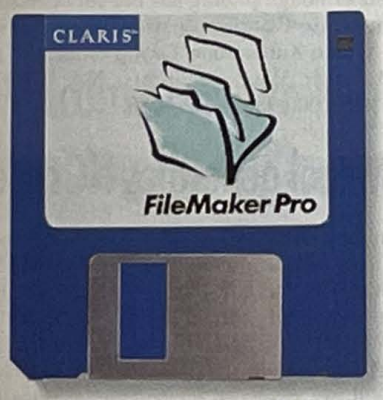
See Page 12 for Ordering Information
30

Your job demands information, not data. FileMaker Pro includes a range of calculation functions: It turns raw data into business information. And with MacDraw®-based tools built in, you can display this information on the page any way you want.

All that data you've got stored can be published in eye-catching color, and in any format you can imagine. You can publish directories, forms and catalogs with precision and ease. It's almost like having a database publisher built in.



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New CrystalPrint supports Type 1

By Pamela Pfiffner

Milpitas, Calif. — Qume Corp. last month announced the CrystalPrint Publisher II, a new version of its PostScript-clone printer enhanced to work with Type 1 fonts.

The $3,995 CrystalPrint Publisher II builds on the same Weitek XL-3200 controller and 6-page-per-minute, 300-dpi Casio engine as its predecessor, which it is slated to replace. In addition to Type 1 support, the new printer has smoothing capabilities for bit-mapped graphics, expandable RAM, and manual paper-feed options for printing on envelopes and heavier stock paper.

Improvements to the interpreter make the new model much faster than the original, Qume said. Actual throughput is comparable to that of printers rated at 8 to 10 ppm, according to the company.

The unit comes with 3 Mbytes of RAM, which can be upgraded to 6 Mbytes using standard dynamic RAM available from chip suppliers. Also standard are 39 Bitstream typefaces.

The CrystalPrint Publisher II has AppleTalk, Centronics parallel, RS-232C and RS-422A serial interfaces. In addition to PostScript, it emulates Hewlett-Packard Co.'s PCL Level 4 for printing from MS-DOS applications. The printer switches between the two modes automatically, the company said.

The unit also has a slot that allows users to add enhancements by changing printer firmware. For example, users can add support for Apple's TrueType font technology or features of Adobe Systems Inc.'s PostScript 2 language when they become available, according to Mike Sugihara, Qume vice president of new business development.

Available now, the CrystalPrint Publisher II will replace the original $4,499 printer, which is being offered at a reduced price of $3,495. An upgrade path is planned, but terms have not yet been determined, Sugihara said.

Qume Corp. is located at 500 Yosemite Drive, Milpitas, Calif. 95035; (408) 942-4000. □

Panasonic PS printer: More speed for less

By Pamela Pfiffner

Secaucus, N.J. — Panasonic Communications & Systems Co.'s Office Automation Group will this month begin shipping a new dual-bin, 11-page-per-minute Adobe PostScript printer at a price comparable to that of 8-ppm PostScript printers.

Listing for $3,495, Panasonic's KX-P4455 Laser Partner is built around Adobe Systems Inc.'s 68000-based Scout controller and the same Panasonic engine used in the earlier KX-P4450. It incorporates 39 Adobe fonts.

Available now, the KX-P4455 has AppleTalk, Centronics parallel, RS-232C and RS-422A serial ports. Users select the interface on the printer's front LCD panel. For use with MS-DOS applications, the printer emulates Diablo protocols and the PCL Level 4 page-description language of Hewlett-Packard's LaserJet II series. It also has a built-in font-card slot for adding HP fonts to the 26 internal ones.

The printer's dual bins hold 250 letter-size sheets each. Legal-size and envelope cassettes are available at $59 and $85, respectively.

The Laser Partner ships with 2 Mbytes of RAM and can be upgraded to 4 Mbytes for $945. A PostScript board that lets KX-P4450 owners upgrade to the KX-P4455 will be offered, although pricing has not yet been set.

Panasonic Communications & Systems Co.'s Office Automation Group is located at 2 Panasonic Way, Secaucus, N.J. 07094; (201) 348-7000; (800) 742-8086. □

CAM tool generates NC code

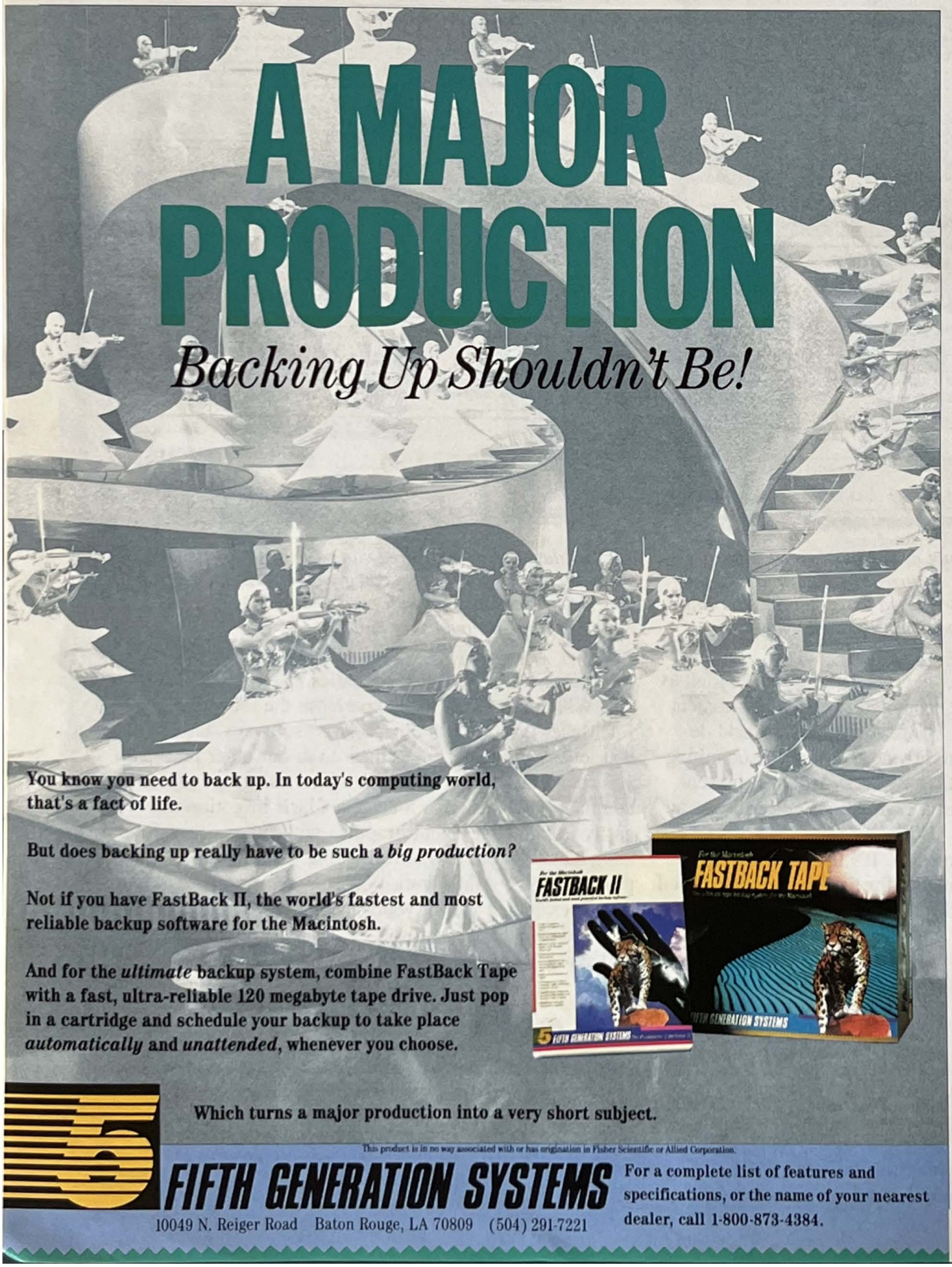
Dublin, Ohio — Kramer Consulting Inc. recently announced NC-AUTO-CODE, AutoCAD-based software for programming numeric-control code for the factory floor.

The fully customizable software, which works with Autodesk Inc.'s AutoCAD drive file, allows users to write both numeric-control and computer-numeric-control applications for 2-D and 3-D milling machines, cutters, lathes, drills and punch presses.

NC-AUTO-CODE is priced at $5,995 for a package including source code; one custom post-processor of the user's choice; two days of training on the post-processor at Kramer's Dublin, Ohio, office; and four hours of phone support. A $9,995 package provides three days of training at the customer's site and six hours of phone support. Both packages include 24-hour bulletin board support.

The program requires a Mac II.

Kramer Consulting Inc. is located at 6175-B Shamrock Court, Dublin, Ohio 43017; (614) 792-3900. □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QMS, Océ respond to hot color-printer competition

By Pamela Pfiffner

Mountain View, Calif. — Océ Graphics Inc. and QMS Inc. last month fired new salvos in the color PostScript printer wars, announcing strategies to maintain competitiveness in the face of their competitors' increasingly aggressive pricing (see MacWEEK, June 5).

Océ slashed the price of the OcéColor, its 300-dpi thermal-wax color PostScript printer, by $2,000. Now priced at $8,990, Océ's printer is $1,000 less than the comparable QMS ColorScript Model 10 but $2,000 more than Seiko's recently announced ColorPoint PS Model 4, which retails for $6,999.

QMS, however, announced that it will add $2,000 worth of enhancements to its year-old ColorScript Model 10 without raising its $9,995 price. Features added to boost performance include an additional 4 Mbytes of RAM, for a total of 8; larger font caches; and increased virtual memory. The company also extended the warranty for the ColorScript Model 10 to one year, increased its duty cycle to 3,000 pages per month, and enlarged the printed image area to 8.1 by 12 inches on legal-size paper.

In addition, two features previously available as options, print spooling and HP-GL emulation for IBM PCs and compatibles, are now standard with Model 10.

Océ Graphics Inc. can be reached at 385 Ravendale Drive, P.O. Box 7169, Mountain View, Calif. 94039-7169; (415) 964-7900.

QMS Inc. can be reached at 1 Magnum Pass, P.O. Box 81250, Mobile, Ala. 36689-1250; (205) 633-4300. □

Diamante targets manufacturing firms

By Henry Norr

Dallas — Diamante Software last month released an upgraded version of Control II, a program designed especially to help manufacturers, manufacturers' representatives, sales agents and wholesalers track customers and leads and manage orders and invoices.

Version 1.1 features an improved interface and enhanced lead-handling capabilities, including specialized forms for logging calls, fax messages, mailings and other kinds of contacts. Automated printing and other improvements also have been added to Control II's order and invoice sections, which the company said offer more detailed sales and shipping information than any other personal computer program.

The program now includes more than 45 predefined reports, including 10 new automatic reports; most can be modified by users.

Control II, based on ACIUS Inc.'s 4th Dimension, is priced at $1,495 for a single user, including a 4D runtime and 60 days of toll-free telephone support. A multi-user version with three runtime modules costs $2,795. Upgrades to Version 1.1 are free. Diamante recommends a 68020 or '030 processor.

Control IIw, a new version that will include ACIUS' 4D Write word processing add-on, now is scheduled for release in September.

Diamante Software is located at 11651 Plano Road, Suite 160, Dallas, Texas 75243; (214) 341-6711; (800) 223-2165. □

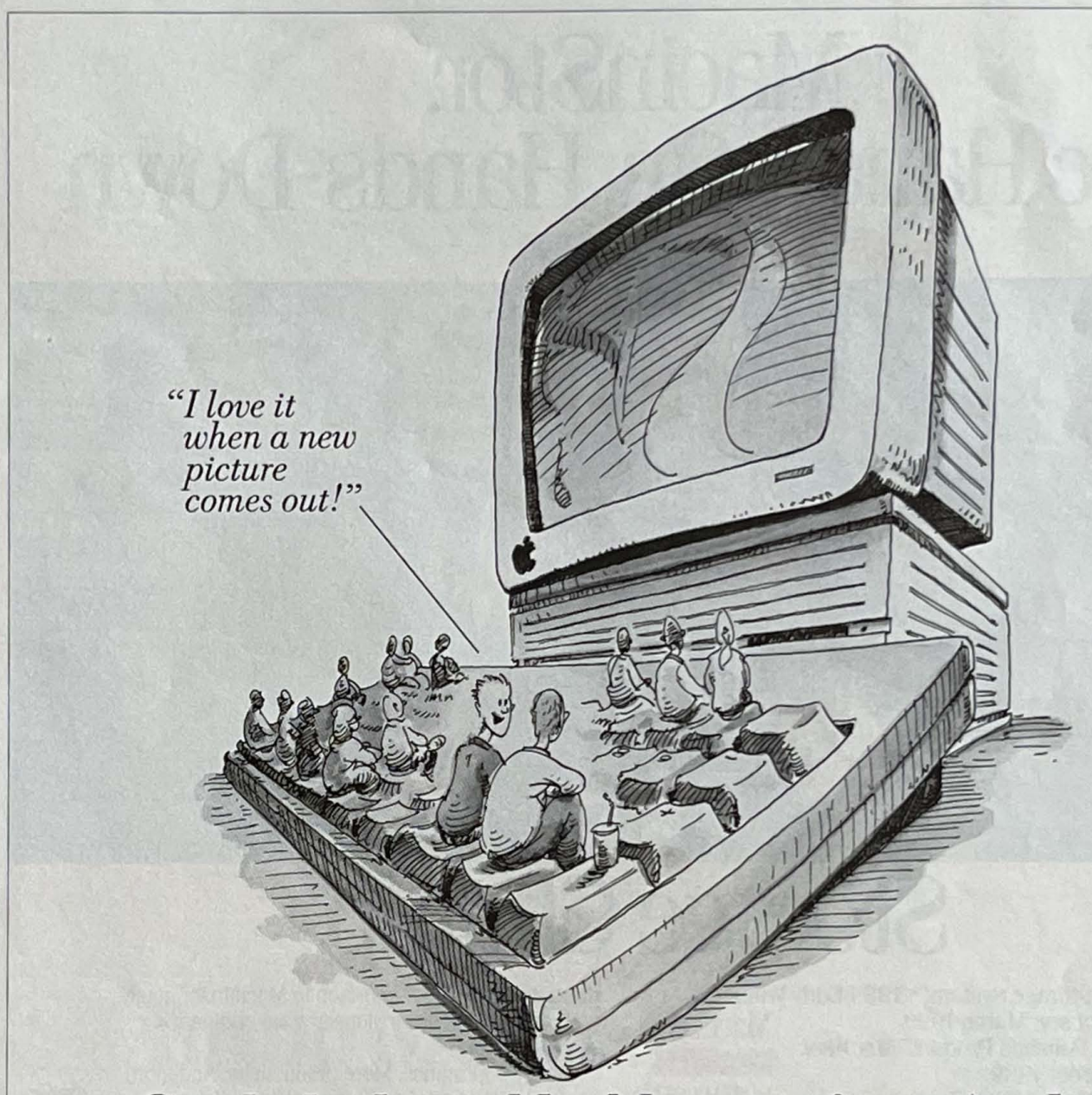
Welcom Software begins shipping Open Plan/Mac

Houston — Welcom Software Technology Corp. last month announced that it has begun shipping Open Plan/Mac, one of the most sophisticated and extensive project management programs available for the Macintosh.

Priced at $4,200 for a single-user version and $14,000 for a four-user LAN, Open Plan/Mac lets users schedule up to 10,000 activities, 256 calendars and unlimited resources (see MacWEEK, May 22). The program's interface is similar to its DEC VAX and MS-DOS counterparts.

Open Plan/Mac combines a shell written in Fox Software Inc.'s FoxBASE+/Mac, allowing users to customize the program; HyperCardlike externals; and a core application written in C and Fortran. Open Plan/Mac is binary-compatible with Welcom's DOS-based version of the program for direct file conversion.

Welcom Software Technology Corp. is located at 15995 N. Barkers Landing, Suite 275, Houston, Texas 77079; (713) 558-0514. □



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Eiffel OOP gets new platform: A/UX

By John Webster

Goleta, Calif. — Interactive Software Engineering Inc. recently announced an A/UX version of its Eiffel object-oriented language.

Eiffel is a computer-aided software and engineering tool that includes a complete set of libraries covering fundamental data structures, X Window-based windowing and graphics, parsing, lexical analysis, and non-graphical windowing.

Originally introduced in September 1986 for Sun workstations, Eiffel now runs on any Unix platform. Company officials at Interactive said they plan to announce a version next year that works under the standard Macintosh operating system.

Eiffel for A/UX is available now for $995, including manuals on the Eiffel language, library and environment.

Interactive also recently launched a training curriculum on object-oriented programming. The company conducts classes at its offices under the moniker Eiffel Institute of Technology.

Interactive Software Engineering Inc. is located at 270 Storke Road, Suite 7, Goleta, Calif. 93117; (805) 685-1006. □

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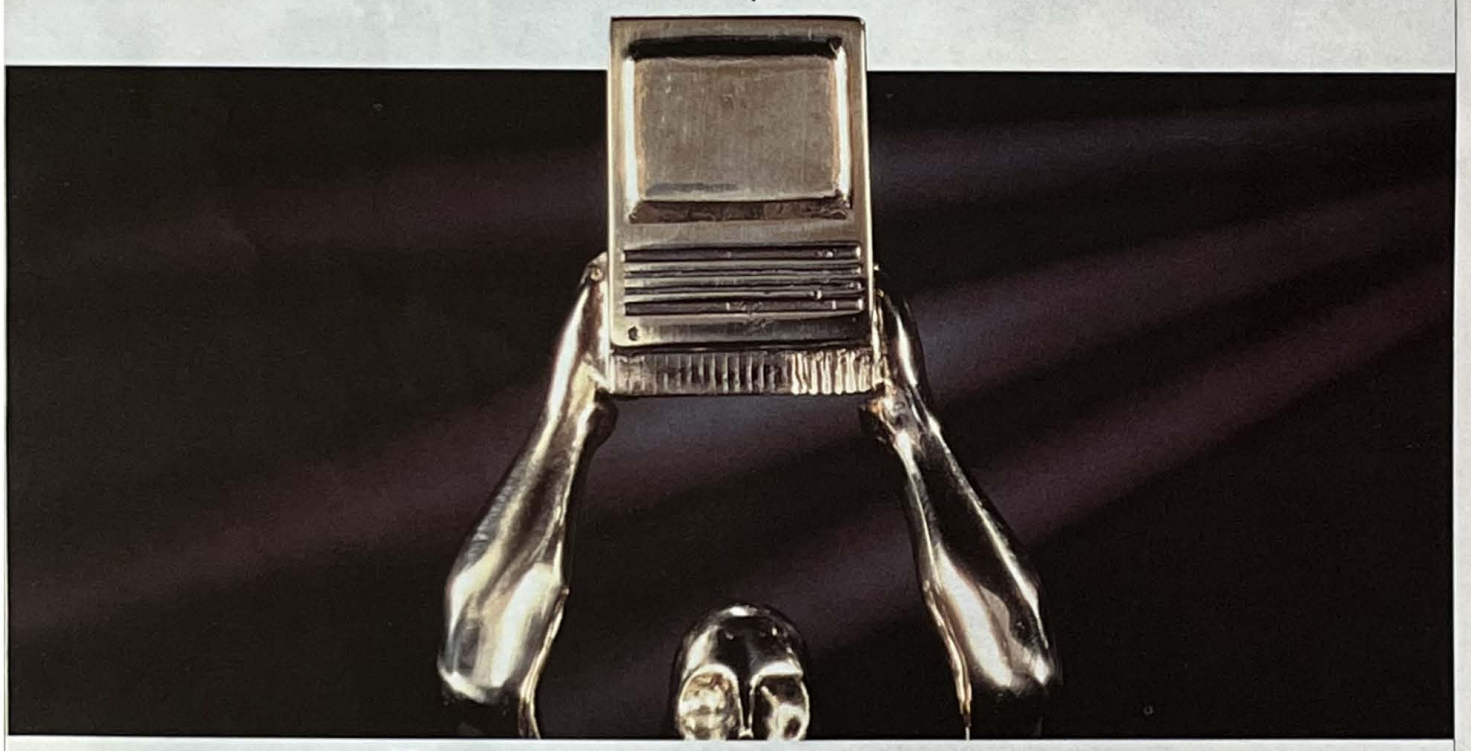

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K-AShare turns Suns into AFP file servers

By Daniel Farber

Berkeley, Calif. — Mt Xinu Inc. has begun shipping K-AShare, network software that turns a Sun workstation into an AppleShare file server.

K-AShare is AFP (Appletalk Filing Protocol)-compliant and can support up to 100 Macs per server, although the optimal number is about 30 per server, the company said.

"We have a K-AShare server hooked up to 10 machines, and performance is fairly good," said Robert Lee, a system analyst at the University of Kentucky in Lexington.

K-AShare, the AppleShare host, works in the background on a Sun workstation and takes advantage of the processor speed of the CPU and the built-in security features of Unix networks.

Pricing for K-AShare is $995 for 15 or fewer Macs, $1,595 for 16 to 30 Macs, $2,395 for 31 to 50 Macs and $3,595 for 51 to 100 Macs. An unlimited license is $5,395.

Software is copy-protected in that the number of users supported by the license agreement is encoded in the software but is not tied to individual machines. The software monitors the number of users accessing the server.

Mt Xinu Inc. is located at 2560 Ninth St., Berkeley, Calif. 94710; (415) 644-0146. □

X.400 common ground for MCI, Western Union

Washington — Two giant public electronic-mail carriers recently agreed to connect their services via the X.400 messaging standard.

MCI Communications Corp. said that, beginning this summer, users of its MCI Mail will be able to exchange messages with users of Western Union Corp.'s EasyLink services.

In addition, MCI will add X.400 connections to General Electronic Information Services, Infonet, Dacom Korea, OTC Australia, Swiss PTT, Transpac France and Telecom Australia, the company said.

MCI already offers six X.400 links to other mail networks; Western Union already offers four such connections.

MCI Communications Corp. is located at 1150 17th St. N.W., Suite 800, Washington, D.C. 20036; (202) 463-3304.

Western Union Corp. is located at 1 Lake St., Upper Saddle River, N.J. 07458; (201) 818-5000. □

Mac graphics to Windows 3

Williston, Vt. — Solutions Inc. last month announced that routines it has developed for converting Macintosh graphics to Windows 3.0 formats and vice-versa are now available for licensing by software developers.

The routines translate between QuickDraw and the Windows GDI (Graphics Device Interface) format, Solutions said.

Currently, Microsoft is the only licensee using the routines, Solutions said. The company has developed a conversion utility that allows presentations to be converted between the Mac and Windows 3.0 versions of its PowerPoint package.

Solutions Inc. can be reached at at 30 Commerce St., P.O. Box 783, Williston, Vt. 05495; (802) 865-9220. □

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PSRC aims Flo•Stat at entry-level stat users

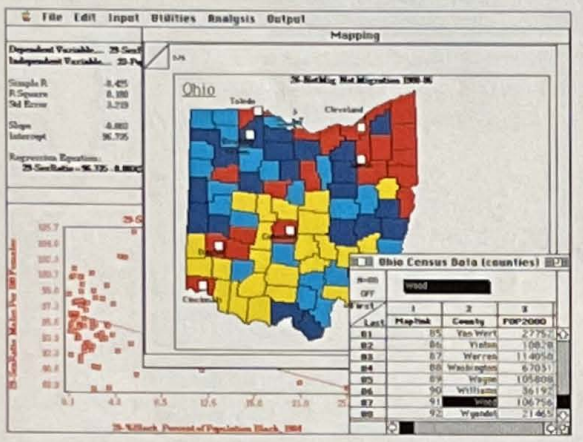
By Becky Waring

Bowling Green, Ohio — The PSRC Software Development Group, makers of the IPSS population statistics program, has added Flo•Stat, a $99 entry-level Mac package with mapping capabilities, to its lineup of statistics software.

Named after Florence Nightingale, a pioneer in health-care statistics as well as nursing, Flo•Stat is aimed at managers, market researchers and sales representatives with relatively modest statistical requirements and a need to link their data to maps.

The program's statistical functions include descriptive statistics and frequencies, crosstabs, correlation, sampling, simple regression, T-tests and one-way ANOVA (analysis of variance). Chart types include pie, line, bar, histogram, scattergram with regression line, Cloropleth maps and 3-D crosstab block charts.

All of Flo•Stat's tables and charts can be copied into other Mac programs, in text and PICT formats, respectively, for further enhancement or incorporation into reports. The program also comes with ready-to-use country databases and maps covering the entire world.



Flo•Stat, a $99 entry-level statistics package from the PSRC Software Development Group, can link data to its store of geographical information. The program also has ready-to-use country databases and maps covering the entire world.

Timothy Hogan, director of the Center for Business Research at Arizona State University's College of Business in Tempe, said his group previously used Excel to do simple statistics but finds Flo•Stat easier to work with. Hogan also uses the program's mapping features to produce graphics for his research newsletter.

Flo•Stat's menu commands and table layouts closely follow those of mainframe packages, so that users of these programs will have little difficulty getting started, PSRC said.

The PSRC Software Development Group is a branch of Bowling Green State University's Population and Society Research Center.

The PSRC Software Development Group is located at 302 Hayes Hall, Bowling Green, Ohio 43403; (419) 372-2300. □

Administrator's Aid lets managers modify System folders over network

By Henry Norr

Amsterdam, Netherlands — Administrator's Aid, a software package that can automatically perform several system-configuration operations across a network, was released here last month.

Distributed in the United States and Europe by the Institute for Computer Assisted Training & Testing, or ICATT, the software has two components: an application that a network manager uses to specify the operations to be performed and a Startup document (INIT), loaded on networked workstations, that checks for Administrator's Aid instructions whenever the local machine is started. Among the options available are:

- Setting up a message, in the form of text and/or a picture, that will automatically pop up when network users start up their machines.
- Deleting specified files from or copying specified files to users' System folders.
- Setting the time and date.
- Hiding the System folder on the local machines.
- Disabling printer access from a local machine.

Most of the options can be directed to all users, one or more zones, one or more administrator-defined groups, or one or more individual users. Some options may be applied exclusively to floppy disks.

Pricing for Administrator's Aid varies with networkn size. A version for single zones is priced at $150; for two to five zones, $250; and for large networks with more than five zones, $380. Educational institutions receive a 30 percent discount.

While ICATT is in the process of moving, the company can be reached through Dr. D.J. Bierman at the University of Amsterdam, Weesperplein 8, 1018 XA Amsterdam; fax: (31) 20 - 5253754. □

CMS bundles SUM II with Platinum drives

Tustin, Calif. — CMS Enhancements Inc. last month announced that it is bundling Symantec Corp.'s SUM II (Symantec Utilities for Macintosh) with its Platinum Series of internal and external Mac hard drives.

The program, which lists for $149.95, includes utilities for recovering crashed disks and deleted files, backup, disk optimization, partitioning and data encryption. CMS' Platinum drives range in capacity from 20 Mbytes to 1 Gbyte.

CMS Enhancements Inc. is located at 1372 Valencia Ave., Tustin, Calif. 92680; (714) 259-9555. □

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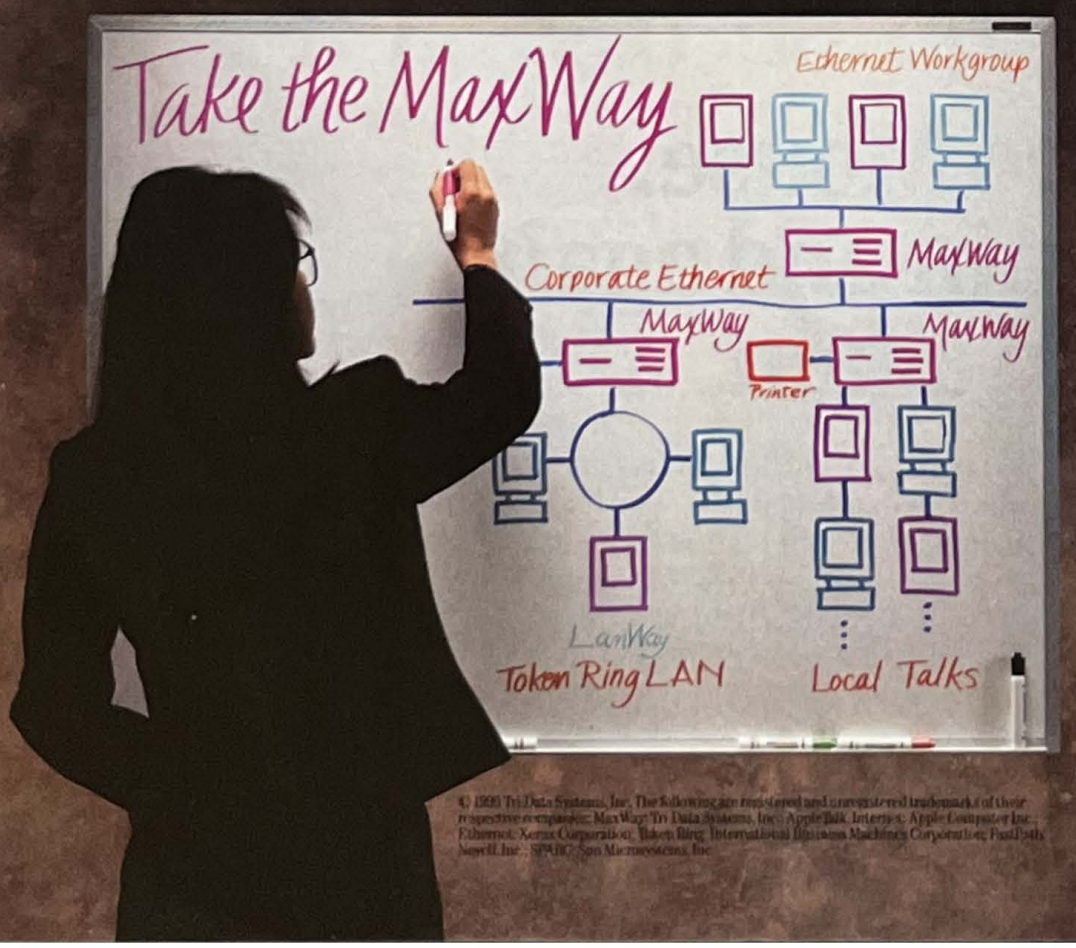

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Introducing the new MaxWay 500.

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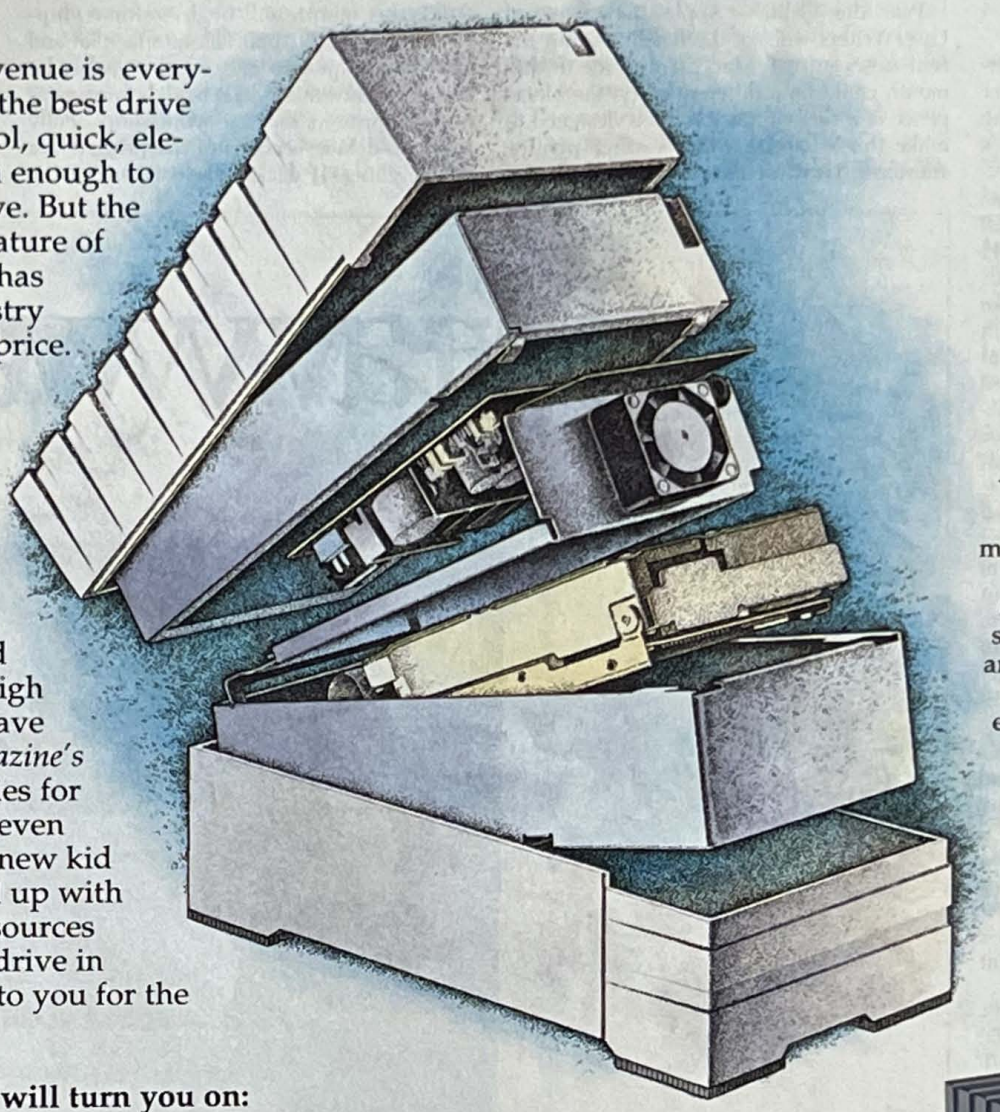
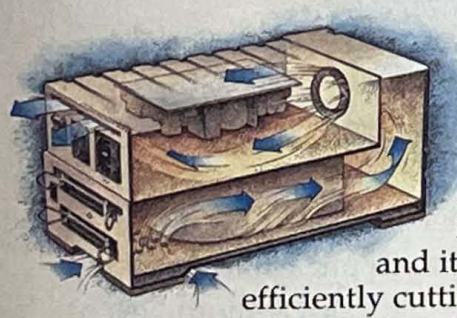
How The New Kid On The Block Made The Best Drive In The Business

The Protegé from MacAvenue is everything you'd expect from the best drive in the business: quiet, cool, quick, elegantly engineered, tough enough to travel, and priced to move. But the single most important feature of this handsome little box has more to do with its ancestry than with its aggressive price.

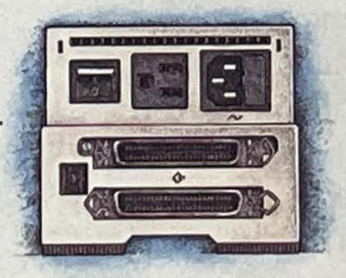


The Protegé hard drive features an outstanding pedigree. That's because the parent company of MacAvenue is CompuAdd, a computer industry leader in value, performance, service and support. CompuAdd's high quality and low prices have made it one of *INC. Magazine's* fastest-growing companies for three years running. So even though MacAvenue is a new kid on the block, we showed up with the smarts — and the resources — to build you the best drive in the business. And sell it to you for the best price on the market.

Here's how the Protegé will turn you on:



It's Really Cool
A drive that keeps its cool also keeps its reliability. The Protegé is a really cool machine because it maximizes air flow across its drive assembly and its isolated power supply — efficiently cutting the danger of heat-related failure from the two most important parts of your drive.



Attention to Details
Even the back of the Protegé is loaded with smart features. Like an extra power outlet for other drives or peripherals. A push-button SCSI ID setting. And an external terminator for convenience.

Loaded with Smart Software
Your Protegé will arrive pre-formatted and ready for work, loaded with easy-to-use, custom-designed utilities. The Protegé's Disk Management Software allows you to partition for more efficient drive operation and password protect each partition. The software even allows for disk spanning and creation of ProDOS and UNIX partitions.

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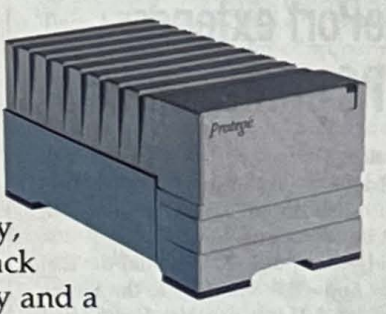

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GDT puts LaserJet III driver in JetLink Express

By Henry Norr

Burnaby, British Columbia — GDT Softworks Inc. last month released a new driver that lets Mac users take advantage of the advanced features of Hewlett-Packard Co.'s LaserJet III printer.

Included in Version 1.2 of JetLink Express, GDT's $149 collection of Mac drivers for HP and compatible printers, the LaserJet III driver provides access to the LaserJet III's internal, scalable Timeslike and Helveticalike fonts. The new driver also is compatible with the LaserJet III's Resolution Enhancement technology and is optimized for speed when printing in graphics mode, the company said.

JetLink Express also includes drivers for the LaserJet; LaserJet Plus; and series II, IID and IIP; as well as HP's DeskJet, DeskJet Plus and DeskWriter inkjet printers.

The LaserJet II driver is available free to registered owners of JetLink Express Version 1.1 or later. Users who have Version 1.1 but are not using the LaserJet III do not have to upgrade, because there have been no changes to the other drivers, the company said. JetLink Express owners who have earlier versions can upgrade for $30.

Owners of Insight Development Corp.'s MacPrint, Orange Micro Inc.'s Grappler and HP's DeskWriter can purchase JetLink Express directly from GDT for $69.

GDT Softworks Inc. is located at 4664 Lougheed Highway, Suite 188, Burnaby, British Columbia, Canada V5C 6B7; (604) 291-9121; (800) 663-6222. The company's U.S. mailing address is P.O. Box 1865, Point Roberts, Wash. 98281. □

BridgePort extends Mac, PC printer options

By Henry Norr

Boise, Idaho — Extended Systems Inc. last month rolled out an AppleTalk interface targeted at multiplatform sites.

The BridgePort, a $495 external device, provides an AppleTalk interface to the LaserJet II, IID and III and other PostScript printers that lack their own AppleTalk port.

While more expensive than Hewlett-Packard Co.'s $275 interface, the BridgePort offers a number of advantages, according to Extended Systems. It emulates the Apple LaserWriter, so Mac users can simply select the standard Apple driver from the Chooser; HP's approach requires a special driver. In addition, the BridgePort, which includes serial and parallel input and output connectors as well as the AppleTalk port, lets IBM PC and Mac users share the printer without reconfiguring it. With HP's AppleTalk interface installed, users must press a front-panel toggle to switch between Mac and DOS printing.

In addition, while the HP AppleTalk kit is designed specifically for LaserJet printers, the Extended Systems product supports a wide variety of computer-printer combinations. It also offers Mac users, for instance, access to PostScript-equipped IBM LaserPrinters, and it lets PC users share an Apple LaserWriter IINT or NTX with their Mac colleagues.

Extended Systems Inc. is at 6123 N. Meeker Ave., Boise, Idaho 83704; (208) 322-7575. □

Mac-to-LaserJet products open HP world to Mac

By Pamela Pfiffner and Henry Norr

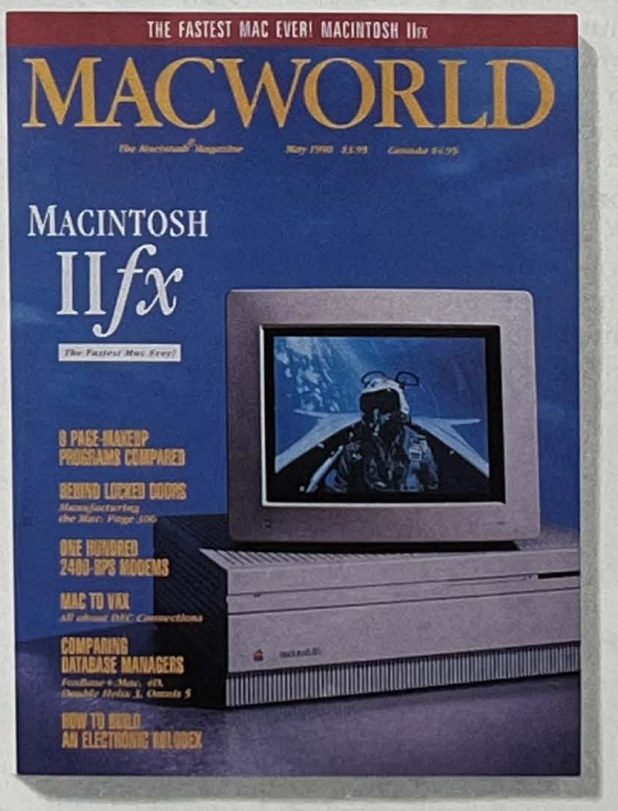
Palo Alto, Calif. — Apple's new Personal LaserWriters will get the headlines, but the real news on the Mac printer scene this month could be a different story: the emergence of a slew of new products designed to make the MS-DOS world's office-printer standard, Hewlett-Packard Co.'s LaserJet line, a viable alternative for Macintosh users.

HP this month will begin volume shipments of its $275 AppleTalk interface kit and $695 PostScript cartridge, which together let any of the current LaserJet models function as network printers for Mac workgroups. Fully configured Mac versions of the printers are now reaching HP dealers, the company said.

But HP is hardly the only company moving to link Macs to its popular laser printers. Recent weeks have seen a variety of vendors announcing Mac-to-LaserJet products (see related stories, this page and Page 39).

Hewlett-Packard Co.'s sales information group is located at 19319 Pruneridge Ave., Cupertino, Calif. 95014; (800) 752-0900. □

Heavy wait.



Adobe, third parties also bringing PostScript to LaserJets

By Pamela Pfiffner and Henry Norr

Palo Alto, Calif. — LaserJet users can now choose among a variety of add-on PostScript and PostScript-clone interpreters in addition to Hewlett-Packard Co.'s new Adobe PostScript cartridge for the LaserJet IIP, IID and III.

▸ **Adobe Systems Inc.'s** PostScript Cartridge for the LaserJet Series II, the company's first retail PostScript interpreter, will begin reaching dealers next week, according to Adobe. The $495 cartridge will complement HP's $695 entry, which also incorporates Adobe PostScript but works only with the newer LaserJet models.

According to Adobe, preliminary tests show its cartridge to be 1.5 to three times faster than third-party competitors, in part because its product is the first Series II cartridge to incorporate the fast font-rasterizing technology developed for Adobe Type Manager.

The cartridge, which includes 35 fonts and supports downloadable Type 1 fonts, requires 1.5 Mbytes of printer RAM. Adobe also announced two $395 PostScript font cartridges for the LaserJet Series II (see story below).

▸ **Computer Peripherals Inc.** of Newbury Park, Calif., is now shipping two versions of JetPage, its PostScript-compatible interpreter cartridge: one for the LaserJet III and the other for the series II, IID and IIP printers.

Priced at $495, both versions incorporate 35 Adobe-equivalent URW fonts and support downloadable Type 1 fonts. They require 1.5 Mbytes of printer memory. For use with the Mac, a third-party AppleTalk interface also is required, but the only software needed is Apple's standard LaserWriter driver, the company said.

▸ **Personal Computer Products Inc.** in May began shipping two PostScript-clone ImageScript cartridges for the LaserJet. One cartridge supports the Series II, while the other works with IIP, IID and III printers.

The ImageScript cartridges should work with an AppleTalk interface and Apple's LaserWriter driver, although PCPI has not tested them extensively with the Mac, according to Eric Gaer, PCPI director of marketing. They require at least 1.5 Mbytes of printer RAM.

The ImageScript cartridges include 47 Type 1-compatible Nimbus Q outline fonts from The Company of Boston; they are also fully compatible with Type 1 downloadable fonts, according to PCPI. Both cartridges are available at $595, but Gaer said the price should drop to $495 next month.

▸ **Pacific Data Products Inc.** late last month released two PostScript-clone cartridges that let individual Mac users print on LaserJets via a serial connection without an AppleTalk interface. Pacific MacPage, priced at $799, works with the LaserJet Series II, while the $599 Pacific MacPage PE is designed for the LaserJet IIP, IID and III.

Both cartridges, which are based on the Phoenix PostScript-clone interpreter, include 35 Bitstream scalable typefaces and support Type 1 downloadable fonts. Both require a minimum of 2.5 Mbytes of printer memory.

In addition to a serial cable and the MacPage PostScript driver, the Pacific Data cartridges are shipped with MacJet, a driver that uses PCL, the HP page-description language built into the LaserJets. The software lets Mac users take advantage of the LaserJet's resident fonts and LaserJet font cartridges originally designed for PC users, including Pacific's popular 25 Cartridges in One!.

Adobe Systems Inc. can be reached at 1585 Charleston Road, P.O. Box 7900, Mountain View, Calif. 94039; (415) 961-4400.

Computer Peripherals Inc. is located at 667 Rancho Conejo Blvd., Newbury Park, Calif. 91320; (805) 499-5751; (800) 854-7600.

Personal Computer Products Inc. is located at 11590 W. Bernardo Court, Suite 100, San Diego, Calif. 92127; (619) 485-8411.

Pacific Data Products Inc. is located at 9125 Rehco Road, San Diego, Calif. 92121; (619) 552-0880. □

Adobe fonts for LaserJet Series II

Mountain View, Calif. — Along with its PostScript Cartridge, Adobe Systems Inc. this month will release two PostScript font cartridges for Hewlett-Packard Co.'s LaserJet Series II printers, each priced at $395. Type Cartridge 1 offers 15 display faces, including Bodoni Poster, Peignot Demi, Cooper Black, and Copperplate Gothic and Stencil. Type Cartridge 2 incorporates 19 Adobe best sellers for desktop publishing and word processing, including Garamond, Bodoni and several Helvetica variants. □

Heavy weight.

MacWEEK
Apple puts pedal to the metal
Mac IIfx, A/UX 2.0, video boards due
Quark gives XPress new face
April release will add pasteboard
HyperCard 2.0 varies card size, adds text buttons
'Wicked-fast Mac' built for speed
New A/UX runs Finder — it's a keeper
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* See following page for more information.

New Media STEVE ROSENTHAL

Three models for multimedia publishing groups

I've been thinking of it as the Hubble Space Telescope of multimedia conferences: The first Seybold Seminars' Digital World conference late last month was an impressive effort but a little out of focus. While there may be some cosmic strings running from technical document interchange standards to how to finance multimedia production, the connection seemed rather nebulous in practice.

Still, I was glad to have attended. The conference brought together an impressive range of speakers and raised a number of interesting issues, including several about multimedia publishing that I'd like to review in this and the next column.

Although much of the effort in multimedia still centers on internal projects, or on platforms, tools and standards, several conference sessions made it clear that we're also on the threshold of a multimedia-publishing industry. The Voyager Company of Santa Monica, Calif.; Xiphias Inc. of Los Angeles; and New York-based ABC News InterActive, for example, define their businesses as developing and selling multimedia products.

But, as Voyager President Bob Stein, Xiphias President Peter Black and ABC Executive Producer David Bohrman pointed out during the conference, when it comes to organizing how authors, computer artists and publishing companies work together, multimedia publishing is too new to have an established set of rules and practices. In Borhman's words, "We're still making it up as we go along."

Three publishing models. Producing multimedia does have some similarities to other types of publishing, particularly book publishing, television production and filmmaking. While multimedia publishing probably won't follow any of these models exactly, they offer ways of handling problems of authorship, organization, financing and decision-making.

In book publishing, authors outside the firm typically provide the creative writing, although publishers often will suggest or commission a title. The organization's staff deals with production, although it may be augmented by free-lancers. The publisher handles financial matters, including paying advances to writers, as well as the gating (selecting what projects actually get done). Until the recent wave of corporate takeovers, most publishers claimed they chose projects based on intellectual, aesthetic and social factors as well as on economics.

By contrast, the typical TV production company creates its own content or commissions the work to a specification. The working staff usually remains the same, but additional production people may be added for each project. Financing might be by project, but more often it comes from outside investors. The production company and distribution channel typically negotiate the various gating factors, such as networks, syndicators and cable systems.

In movies, a team brought together for a particular project deals with production. While some individuals (the "stars") might receive special recognition, just about everyone on the project can be replaced without altering the basic result. Only the core skills reside within the organization, while outside contractors handle content and implementation. Financing also occurs by project (usually through limited partnerships), and the gating function is decided principally by possible investors.

Of course, these aren't the only approaches to publishing that multimedia producers might use as a model. You can look at software publishing, the music industry or magazines for other alternatives.

Getting published. If you're hoping to get your own multimedia projects published — or if you're trying to recruit a staff for a multimedia project — how these questions are resolved may determine your opportunities, work practices and rewards.

Most producers I spoke with expect that the industry will eventually turn to the movie-production model. But, they say, because that approach requires a large pool of experienced, independent talent, it may be years away. □

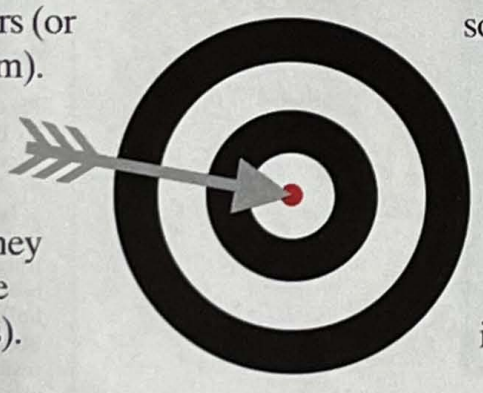
Send tips and comments to Steve Rosenthal, c/o MacWEEK, 301 Howard St., 15th Floor, San Francisco, Calif. 94105; AppleLink: Steve.R; MCI: 114-8611.

How MacWEEK weighs in.

No other Macintosh publication is as popular as MacWEEK among the Mac market's most important buyers.

In four independent studies conducted over the past two years, MacWEEK carries the most weight with Mac volume buyers (or MVBs as we know them).

When MVBs are asked to name the publication most useful for their work, they overwhelmingly choose MacWEEK (see charts).



These market studies, fielded among Macintosh professionals not necessarily subscribing to MacWEEK, prove that managers charged with maintaining Mac technology in their workplaces rely on MacWEEK as their premier source of information.

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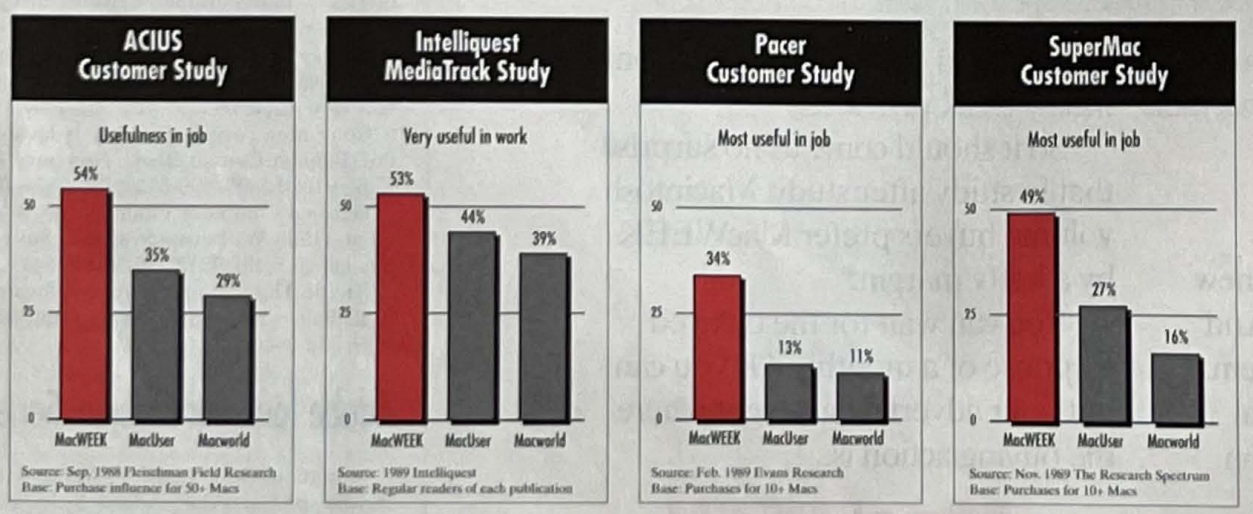

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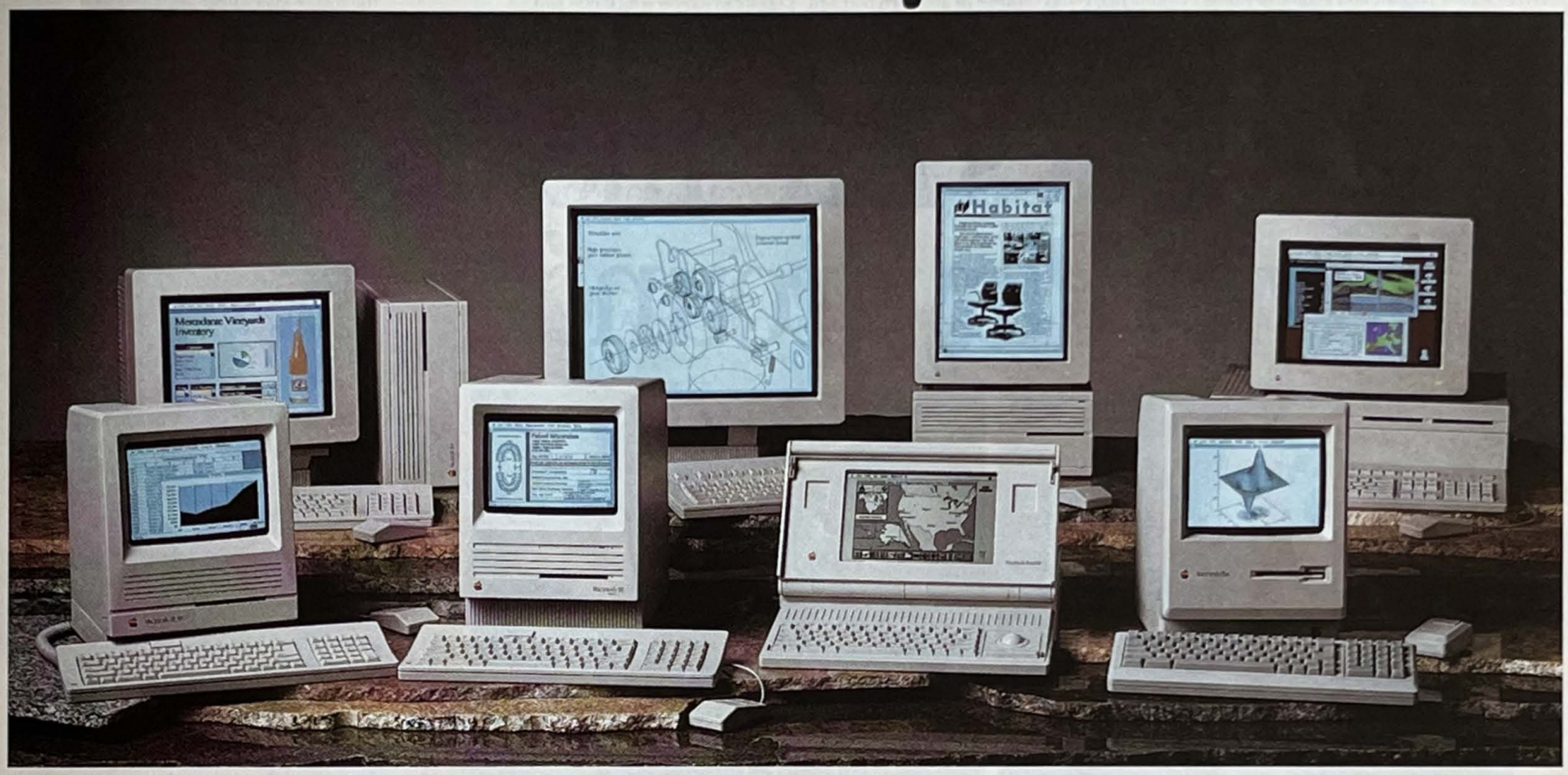

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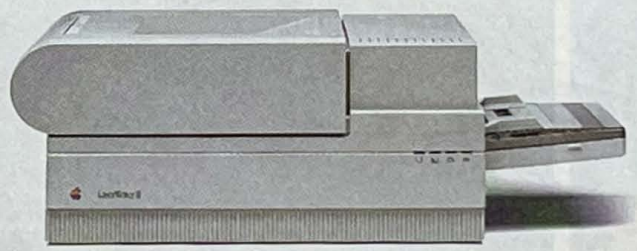

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StackWEEK STEVE MICHEL

A HyperCard spelling checker — hurrah!

PRODUCTS

HyperSpeller popped up a couple of weeks ago, producing a greater surprise than the "HyperCard surprise" Apple unrolled at the Seybold Digital World conference. (As one of my colleagues suggested, probably the only thing that could surprise us about HyperCard 2.0 would be if Apple decided to cancel it.)

Interactive spelling checkers such as Electronic Arts' Thunder II and Deneba Software's Spelling Coach Professional monitor your typing as you enter text into HyperCard. But a program that works in batch mode, checking the text fields in whole stacks, is something HyperCard fans have wanted for about as long as there has been a HyperCard.

Foundation Publishing Inc.'s HyperSpeller is a utility designed to fill this gap.

Easy to use. Using the program is easy. You simply type "spellcheck" into the Message box, optionally adding "here" to start at the current card or providing a range of card numbers. A dialog box appears, and spell checking begins. HyperSpeller goes through the text of every field (even hidden fields), and when it finds a word it does not recognize, it shows the word in context and optionally shows a list of suggestions.

Both spell checking and suggestions work well. Since HyperSpeller is based on the Microlytics technology and dictionary also used by Claris Corp. and many other Mac vendors, most users will be comfortable with the product. The feature set is standard, including a Skip button that lets you skip a word for the current session and a Learn button that records the word in your dictionary.

HyperSpeller lets you toggle between small and large versions of its dialog box and reposition it to make it easier to see the text on the card. These features are especially convenient for users of 9-inch monitors.

The program includes a word processor-style FindChange command, which summons a dialog from which you can search for specific text and replace it. Again, as the manual states, "If you've ever used a 'Change' dialog, you already know how to use FindChange."

A few caveats. As always, there are some improvements we can imagine to the product. First, we would like a way to exclude certain fields from the spelling check: Many stacks contain specific fields for names, which HyperSpeller, like other spelling checkers, often flags as misspelled words. Excluding these fields would make spell checking faster and would be more convenient than adding names to the dictionary. This would dovetail nicely with HyperCard 2.0's capability to ignore specified fields when using the Find command.

We'd also like the capability to use and maintain separate dictionaries for different stacks, in the same way that Microsoft Word, for example, allows you to use separate user dictionaries. This would let you have separate dictionaries for specific terminologies, such as medical or legal lexicons. It would also be nice if there were a way to use separate dictionaries with specific stacks. For example, a dictionary with a lot of names loaded into it would be handy to use with a Names and Addresses stack but perhaps not so handy with some other stacks.

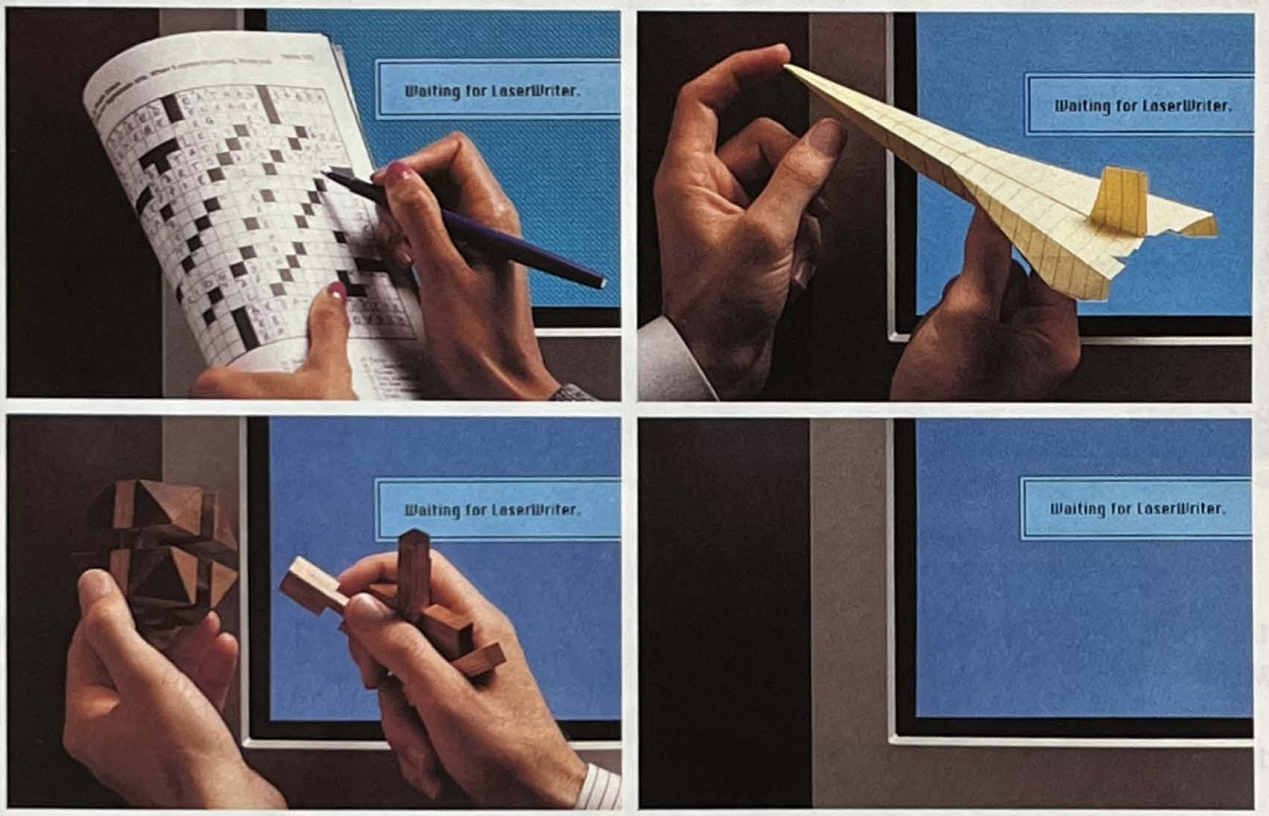
A final feature we would like would be the capability to use HyperTalk expressions to select which cards to check. While HyperSpeller lets you check ranges of cards by using their numbers, we would also like to be able to focus on certain cards (by checking a date field, for instance). With HyperCard 2.0, you could, perhaps, spell check only marked cards.

Notwithstanding these reservations — we want to give the developers some ideas about Version 2 — HyperSpeller will soon become indispensable to those who use HyperCard to store a lot of text, and anybody who so uses HyperCard should rush right out and get it: At $49.95, it's a bargain.

Foundation Publishing Inc. is located at 14228 Shore Lane, Prior Lake, Minn. 55372; (612) 445-8860. □

If you have any tips or other HyperCard-related information, write to StackWEEK, c/o MacWEEK, 301 Howard St., 15th Floor, San Francisco, Calif. 94105. Electronic mail: MCI: STACKWEEK; AppleLink: SMICHEL.

Idle Macs Are The Devil's Playground.



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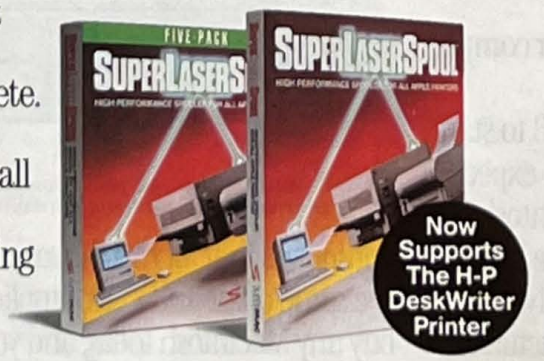

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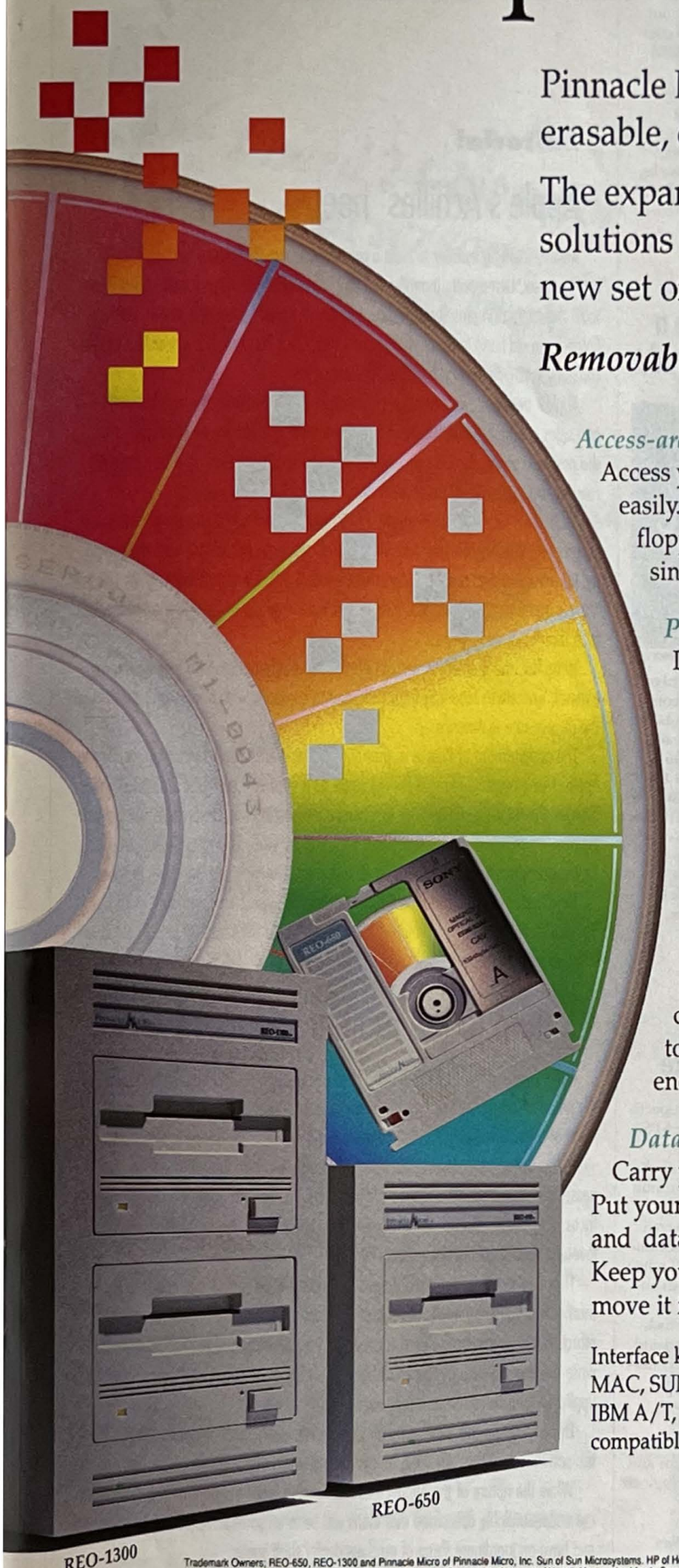

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Letters

Do MacWEEK dinosaurs hasten product extinction?

Having been in the business of selling Macs since the summer of 1984, I have grown to appreciate and depend on sources of information such as MacWEEK.

However, after gasping at the black dinosaurs on the cover of your June 19 issue, I question the motives behind printing such articles. While providing the reader with as much information as possible is one of your responsibilities, it is also your responsibility to ensure the article's accuracy and make the distinction between facts and rumors clear to the reader.

While the title and body of your article, "New Macs may prompt price cuts," attempt to separate conjecture from fact, the accompanying graphic on the cover can be easily interpreted by the casual reader as factual.

What must owners of a Macintosh SE or Plus think after seeing a black dinosaur next to the model they just purchased? Will they interpret that symbol as an indication that Apple will not support those models anymore or that their Macintosh will no longer meet their existing needs?

The computer industry isn't unique regarding new product speculation; however, history has shown that Apple may wait until the last possible moment to position a new product by price or model configuration. Apple also has delayed product announcements. This behavior must be taken into account when writing articles of this nature.

I have come to expect and accept leaks of information about pending products. Yes, it may have a negative

GORDON STUDER

impact on current sales, but it can also provide information about what will not be included in a new product, positively affecting a current quote. The impact on the industry, both positive and negative, must be carefully weighed and analyzed before committing anything to paper.

P.S. Just received the latest MacWEEK this morning. Thanks for ruining LaserWriter sales also.

Scott Prakken, account representative
Sun Computers Inc.
San Diego

There's more to screen savers than meets the eye

In response to the letter from Gregory Johnson and Kevin McDonald (MacWEEK, June 12), I must say that I appreciate MacWEEK's reviews of screen savers. For people who work in classified environments and use screen savers as security devices, your reviews and update information are particularly helpful. Screen savers may seem like toys — they do provide a bit of fun — but they're also useful security tools.

Sheri Barnes
Falls Church, Va.

Configuration change can rev up Outbound speeds

On behalf of Outbound Systems Inc., I'd like to thank you for your recent review (MacWEEK, June 19) of our Macintosh-compatible Outbound Laptop computer. However, your article stated that no mouse is supplied with the standard laptop system, when in reality we are bundling a mouse with the Outbound Laptop through Aug. 31. After that date, we will offer mice as an option for $129 each.

In regard to the "performance drop" in the Outbound when docked to the host Macintosh, this phenomenon can change depending upon the configuration of memory in the two systems. By reallocating memory from the Macintosh to the Outbound, performance can be improved considerably. Outbound-certified dealers are equipped to move memory to optimize performance of the docked system.

I would also like to update the benchmark results in the review. After discussing the results with the reviewer, we discovered that the tests were performed while the power-saving CPU Sleep feature was enabled. When the feature was disabled, performance improved drastically. For example, one EarthPlot operation took 114 seconds with CPU Sleep enabled and only 12 seconds with the feature disabled.

Douglas Swartz, CEO
Outbound Systems Inc.
Boulder, Colo.

Editor's note: See MacInTouch, Page 58, for more information on the new benchmarks.

Blueprint an alternate 2-D draft choice for CAD users

MacWEEK's June 12 story "Generic CADD boasts drafting features, drawing-app ease of use" states that "at $595, Generic CADD is $300 less than its closest competitor, Claris CAD 2.0." We at Graphsoft would like to point out that Blueprint, our 2-D CAD competitor to Claris CAD, costs $295. Blueprint has all the features traditionally associated with professional 2-D CAD, including associative auto-dimensioning, color, a built-in DXF (Drawing Interchange Format) translator, layering, a hierarchical symbol library, advanced object editing and more.

Diane Reynolds
Graphsoft Inc.
Ellicott City, Md.

Macintosh users take a walk on the esoteric side

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I have read with a great deal of interest all the groaning and complaining about the Macintosh being overpriced. For whatever reason, there will always be those who will choose price over quality, but this segment of the market is not where the Mac belongs. The selling of the Mac is an appeal to the more esoteric side of people. You have to sell quality, reliability and the whole Mac concept. The Mac is more than the sum of its parts.

Mark Infanger
Classic Configurations Inc.
Houston

SPSS stands by claim of 'easy' user interface

We at SPSS feel that most aspects of the user interface that make SPSS 4.0 easy to use for experts and novices alike were overlooked in the June 5 comparative review "Turning raw data into statistics."

The review states that "the command line is the only way to accomplish most tasks in SPSS," and notes that only Systat offers menus as an alternative to the command-line interface. SPSS for the Macintosh offers a complete menu system and a context-sensitive command generator that make it simple to build complex analyses without typing or memorizing syntax. In fact, there are only two operations that require typing: building macros and

See Letters, Page 46

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Editorial

Apple's Achilles' heel

Apple's seeming inability to build a cohesive management team has become its Achilles' heel. Last month, it announced that it had hired industry veteran Robert Puette to fill the Apple USA president vacancy. Just days before that announcement, William Coldrick, an old hand in U.S. sales, jumped ship. Then Don Casey, a key architect of the company's networking and multimedia strategy, left.

Apple's problems with creating an aggressive and coherent strategy for marketing and sales can be attributed in part to the continual reshuffling of key players. Over the past few years, the executive lineup has changed more than that of a baseball team trying to turn itself from cellar dweller to contender.

Such shifts in the Apple hierarchy have been costly. Each time new players come in, progress stalls as the new kids on the block become acquainted with the company, its culture and its products. And that period of adjustment, of learning the rules of Apple's game or developing the kind of influence required to change those rules, can take months or even years.

To be fair, the problem is not just Apple's. Throughout high-tech corporations in general, executives leap-frog from company to company with a frequency on par with the divorce rate in America.

The appointment of Puette as president of Apple USA could help bring stability to Apple. The 24-year veteran of HP is known as a solid manager and straight shooter. Even so, Puette fills a position that has been a pressure cooker. His predecessors, including Allan Loren, were steamrolled out of the company while CEO John Sculley searched for top executives who could make sense out of the profitable but stumbling division.

But Puette is Chief Operating Officer Michael Spindler's appointment. With luck, Spindler's choice of players, and his ability to manage the team he puts in place, will improve on Sculley's record. □

Return to the mother ship

Apple's reeling in of Claris should come as no surprise. Too much has changed in the personal computer industry for Apple to rely entirely on others for the development of innovative software that furthers the Macintosh advantage.

In the three years since Apple spun off Claris as a subsidiary, the industry has witnessed the development of Microsoft Windows 3.0 and other graphical user interfaces. As a result, Macintosh developers now see a huge new market in which to leverage their software design expertise.

That lure to other platforms means that, more than ever, Apple needs to lead the market in developing applications that differentiate the Mac from its competitors. In effect, Apple is admitting that it can't effectively develop and market its system software extensions, such as HyperCard and AppleShare, or count on third parties to push applications in the direction Apple desires.

Underlying the move to reabsorb Claris is Apple's acknowledgement that it is in the software business. After all, innovative software sells hardware.

While the nature of the Apple-Claris relationship is not yet determined, developers are understandably concerned that Claris will be in on some of Apple's deepest secrets and have an inordinate share of precious dealer shelf space.

Certainly, Apple recognizes the need to maintain harmony with its thousands of Mac developers. To assure that harmony, it will have to establish diplomatic protocols to allay fears surrounding Claris and potentially unfair advantages. □

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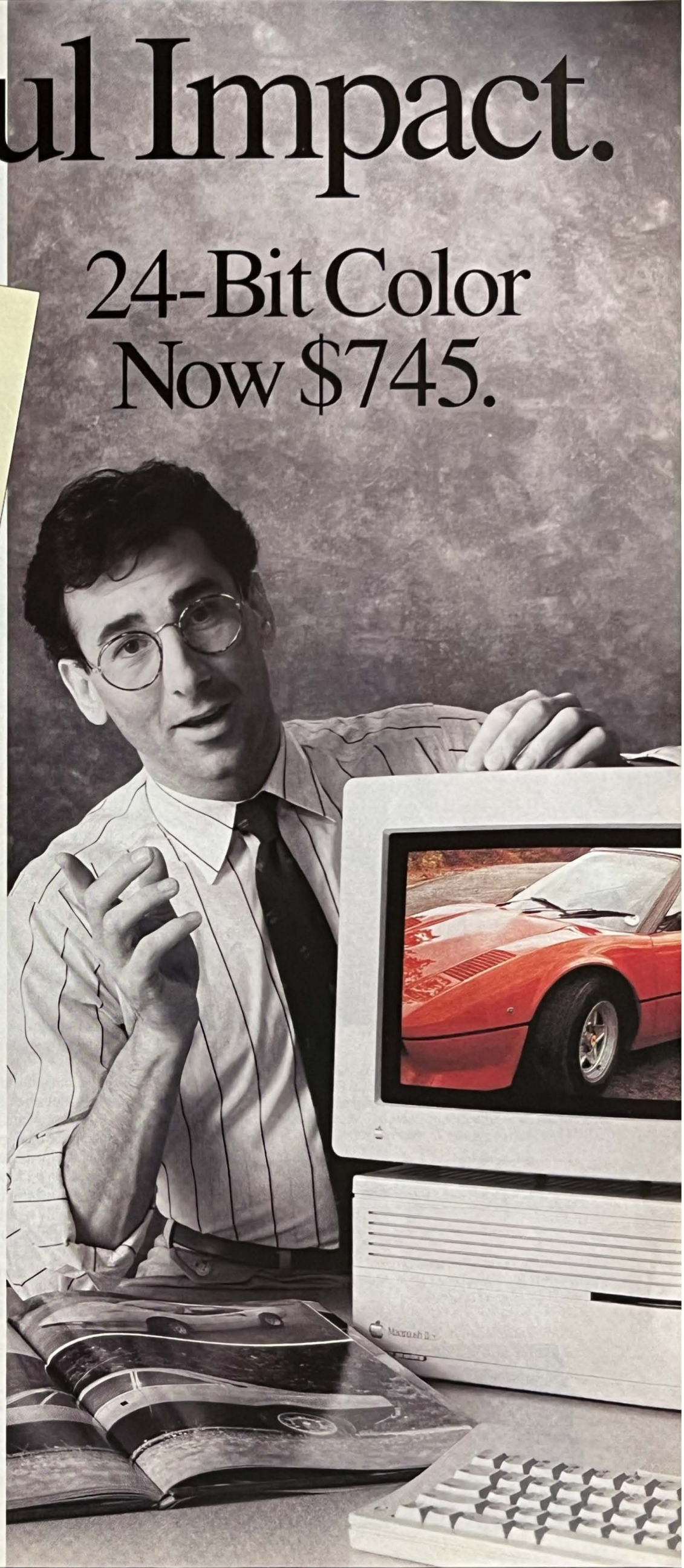

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Letters

From Page 44

building statistical procedures using the Matrix procedure (matrix algebra). SPSS even offers a Statistical Glossary, which provides definitions of statistical terms.

The reviewer's other major complaint about SPSS for the Mac is that there is no way to enter data directly. SPSS for the Macintosh does provide for direct data entry into SPSS. We recommend using a spreadsheet or database package, however, simply because most users have those types of programs resident and prefer them for data entry. SPSS for the Macintosh supports SYLK file format as well as SPSS system files downloaded from other platforms, including SPSS portable files.

Elan Long, product manager
SPSS Inc.
Chicago

Writer Linda Custer replies: We may simply have a semantic difference of opinion here. You believe I overlooked SPSS' "complete menu system." I did comment that the only way to "accomplish most tasks" is through the command line. True, saving files and running macros are menu functions; however, no data-analysis commands appear in menus. Moreover, data analysis is performed only when a macro file is run or a command has been typed at a prompt (whether from the keyboard or the command generator) and then executed. I mentioned later in the article that "SPSS' command generator and help system make command construction easy."

In regard to SPSS' data-entry facilities, I was specific in commenting that the creation of spreadsheetlike tables of data was not supported. SPSS offers a text editor in the input window that can be used to type or paste in numbers between DATA commands, but no SPSS utilities assist the user in "creating 2-D tables in which rows represent cases and columns represent variables."

Authors of utilities defend Now Utilities package

Your review of Now Utilities in the June 12 issue overlooked one component of Now Utilities: MemorySetter. MemorySetter allows a person using MultiFinder to temporarily adjust an application's memory partition as the application is being launched.

I developed MemorySetter specifically for Now Utilities, and it offers unique features not found in any other product that I know of in the Macintosh marketplace.

Michael Pierce
San Jose, Calif.

As the author of StartUp Manager (Now Utilities' INIT manager), I felt the review missed the point of the product.

Now Utilities isn't intended to increase the capabilities of its (formerly shareware) components, but to make its components reliable and compatible, to give them consistent user interfaces, and to provide competent, easily available technical support.

I must respond to the complaint that StartUp Manager's user interface is "similar to INITPicker." How many ways are there to give a user control over a set of things, especially when you want to comply with the Mac user-interface guidelines? It comes down to a scrolling list and some buttons.

As to "a pale imitation [of INITPicker]," StartUp Manager provides the capability to specify multiple named configurations for INITs and to easily choose which one you want, either at start-up or through the Control Panel, via a pop-up menu. We had this capability before INITPicker did, and in my opinion we provide a better user interface for it.

StartUp Manager reorders INITs by renaming them. This is the method recommended for people who don't have INIT managers. It is a much less intrusive way of controlling INITs than the alternative, which is to "steal" control of the INITs from the system software. StartUp Manager runs briefly, renames the INITs, and it's gone. It is not present as the INITs themselves are run. This method is a "light touch." It is less likely to cause bugs, less likely to cause compatibility problems and was (we hoped) more likely to be compatible with System 7.0.

Michael Trigoboff
MLT Software Inc.
Portland, Ore.

Apple wears the white hat in showdown with gray marketers

Hooray for Apple! Your June 26 article regarding Apple's recent crackdown on gray marketers is music to our ears. Even in remote areas like Wyoming, the impact of transshipping has been felt. Too often, this type of marketing forces honest Apple dealers to sell by price rather than support. It's refreshing to see Apple looking out for the good guys.

Jeff Buckallew and Randy McDonald
Team Electronics, a MicroAge affiliate
Casper, Wyo.

WHAT'S MORE IMPORTANT THAN GETTING STRAIGHT A'S?

It used to be you could choose the best font simply by comparing the quality of a key character or two. Straight A's and above-average B's were the height of achievement.

But lately, life's gotten a little more complicated. Because now a lot of fonts from a lot of manufacturers look good, even on a 300 dpi laser printer. So it's no longer enough to simply compare how fonts look. You have to think about how font software technologies work—today and tomorrow.

For example, the Adobe® Type 1 font technology got its start on the Macintosh. But one of the beauties of our technology is that it works just as well on an IBM® PC or NeXT™ machine. This unheard of compatibility is all due to "device-independence," a cornerstone of Adobe's font technology from Day One.

Device independence gives you the freedom to design a page on a personal computer screen (72 dpi), proof it on a laser printer (300 dpi), then send it to a typesetter for hard copy output from high-end (1270 dpi) equipment. Or go straight to film separations suitable for reproduction (2540 dpi)—as long as you use Adobe PostScript® language devices and Adobe Type 1 fonts.

And the same compatibility holds true even across computer platforms. The fonts that produce crisp laser output from a Macintosh will produce equally sharp output from an IBM PC, with the addition of the appropriate screen fonts. So you won't need to duplicate your entire font library.

Of course, Adobe Type 1 font software also works with any Adobe PostScript output device or other Adobe PostScript software, like Adobe Type Manager.™ You can choose from more than fifty PostScript-equipped laser printers, and as the number of PostScript devices grows, so do your options for printing Adobe Type 1 fonts.

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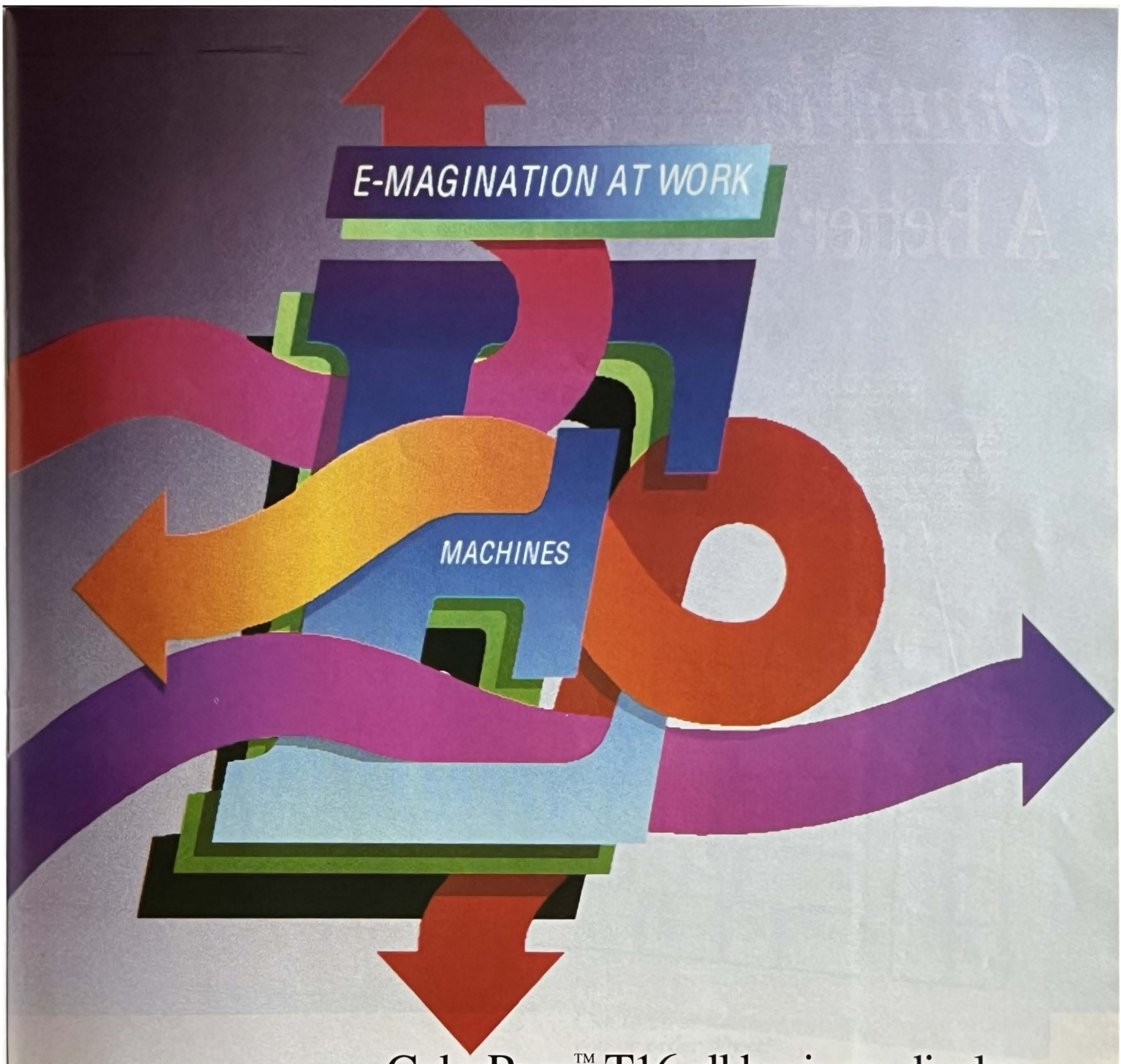

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Mac front ends revive 3270 apps

Open window to mainframe world

By Paul Bendix

IBM 3270 terminals typically present a hard-to-view window on the mainframe world. But with emulation hardware and a custom interface, Macintosh systems can cure the terminal condition. The combination allows in-house developers to add sophisticated graphical front ends to host software, which in turn can extend the ease, functional range and even the life span of mainframe applications.

A variety of Macintosh-based programs can do the job. These include Masquerade3270 from Elmsford, N.Y.-based Connectivité Corp.; SimMac 3.0 from Simware Inc. of Ottawa; and MitemView from Mitem Corp. of San Jose, Calif.

With its ranks of Macintosh users rapidly swelling, the state of California is investigating an off-the-shelf Macintosh front end for its PROFS electronic-mail network. The state has equipped several Macs with MacPROFF, a HyperCard-based application marketed by Avatar Corp. of Hopkinton, Mass.

"MacPROFF adds value to PROFS," said Mary Liz Morgan, senior analyst at the state's Teale Data Center in Sacramento. "Users can cut text from a document and paste it into a PROFS note without rekeying. In addition, MacPROFF lets you scroll through a document," she said. "To do the same with PROFS, you have to 'page forward' a screen at a time, which is a slow keyboard activity. Mac users are growing rapidly in our state government, and this is a fast way to give them PROFS messaging with a Mac style."

Beyond E-mail. CSX Corp., based in Jacksonville, Fla., manages its vast transportation network with custom applications running on IBM 3090 and DEC VAX systems. CSX uses Mac front ends to handle an unusual mix of information sources and multiple 3270 sessions.

"We have hundreds of applications for our rail, truck and ship operations, and people use them in individual ways," said Joe Herrin, manager of PC development for CSX Technologies, a CSX business unit. "Rather than building graphical front ends for each 3270 application, we've created a tool that lets end users and our Cobol programmers create their own."

The company's custom solution is CSXCEL, a high-level scripting language originally written for IBM PCs and compatibles and ported to the Mac in April. Some users have put it to work in simplifying interactive processes such as logging on and database queries. Others have written intelligent scripts that retrieve and match data from several applications.

"By making scripting easy, we've been able to build many of our users' efficiencies and shortcuts into our front ends," Herrin said. The approach saves MIS costs and speeds application development. Moreover, "users don't have to deal with the technology of 3270 sessions," Herrin said. "They're adding value without touching the mainframe application."

Distributed front end. Developers at GE Aerospace in King of Prussia, Pa., created a Mac front end for a complex host application used by several hundred purchasing agents. GE's Mac-based buyers' workstation handles more than 30 types of host transactions and provides some of the services of a distributed database. The equivalent of four full-time staffers created the package in less than five months using MitemView. Mitem's software couples HyperCard with a proprietary technology for recognizing and sorting through the dizzying stream of data and commands that control 3270 terminals.

"MIS developers are looking for quick hits," said Ron Therrien, program manager at GE Aerospace. "We want to achieve big gains in productivity without investing years in system development. Our front end speeds purchasing, yet it doesn't tie up programmers like a mainframe project. Double-clicking on our Mac menu can invoke as many as 15 mainframe transactions," he said.

Therrien's team also has speeded response times by distributing database storage. Each time a user retrieves a new data set from the host, the Mac stores the information locally. The next time the user wants the same data, the local disk automatically produces it.

Across all software. A large East Coast financial institution, which for competitive reasons asked not to be identified, has begun creating Mac front ends for virtually all its retail banking operations. The project will involve everything from teller-station applications to deposit and withdrawal transaction journals.

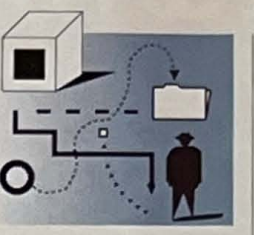
The company's MIS developers are using Masquerade3270, software that replaces conventional programming with a palette-driven object-oriented design engine.

"We're only at the early stages of replacing our 3270 terminals, but we can already see the benefits of the Mac mentality," said the company's MIS project manager. "The dropout rate for service representatives is high throughout the banking industry. By unifying applications through one graphical user interface, we should be able to get new people up to speed and reduce wear and tear on existing staff.

"We can already see the payoff. Our text-based 3270 screens were boring, dry and kind of jarring; the graphical interface gives us a chance to regroup information in logical ways," he said. "With one of the old 3270 applications, representatives were always asking supervisors for help in doing calculations. Now they're doing most of them on their own." □

CHUCK MACKE/PICTURE GROUP

Avatar's HyperCard-based MacPROFF helps Mac users get PROFS messaging "with a Mac style," according to Mary Liz Morgan, senior analyst for the state of California's Teale Data Center in Sacramento.



One-minute MANAGER

Abracadata releases Design Your Own Home program

Eugene, Ore. — If you'd like to design your own home or even a deck but find traditional CAD programs too difficult or too expensive, Design Your Own Home: Architecture may be your ticket. Created by Abracadata Ltd., the program offers an interface with familiar drawing tools as well as architecture-specific features such as a symbol library and lumber sizing.

According to user Michael Markovski, owner of Buffalo, Wyo.-based Bighorn Mountain Log Homes, the program is just right for the individual user or small contractor. "People contact us about variations to the plans we offer," Markovski said. "They send us a sketch, which is usually on a piece of plain paper, with no real dimensions. I take Design Your Own Home and quickly put together a one-eighth-inch-scale, easy-to-read plan and send it back with the price."

If the prospective buyer decides to go ahead with the project, Markovski then uses DYOH to automatically create a larger-scale building plan for construction.

Markovski runs DYOH on a Macintosh IIcx and prints plans in segments on an ImageWriter. With a bit of tape and the help of a large photocopier, he can create professional-looking plans up to 36 by 48 inches in size.

Gene Ehret, owner of Merit Excavating Inc., a building and contracting business in Valparaiso, Ind., uses DYOH to design sheds and other small structures on his Mac Plus or IIcx. "I think it's a good low-end program for the price," he said. "You don't have to spend hours learning the program — the menus are like other Mac graphics programs. It's saved me time, and time is money."

Version 1.2 of the $99.95 program has six-bit color, and Abracadata said it is currently surveying users for features to include in an upcoming major upgrade.

Abracadata Ltd. can be reached at P.O. Box 2440, Eugene, Ore. 97402; (503) 342-3030.

Personal Training Systems collaborates with Norrell

San Jose, Calif. — Personal Training Systems, a developer of self-paced Macintosh software tutorials, has entered into a training partnership with Norrell Temporary Services Inc., the fourth-largest temporary-employee service in the United States.

At Norrell's Atlanta office, Branch Manager Betty Vanstrom has been supervising Macintosh training for more than two years. She said the audio-tape system from Personal Training Systems saves Norrell a lot of time. "We can sit somebody down with the audio tapes and they'll just go through it for the full day," she said.

Vanstrom said that Norrell has been pleased with the speed of learning with PTS audio tapes, even for clerical workers who have never used computers before. "Our goal is to get more people out there," she said. "[With PTS products], sometimes it only takes a day to train."

The Personal Training Systems method is self-paced. Users follow instructions on an audio tape as they work with a practice disk to build skills. Beginning, intermediate and advanced modules, priced at $49.95 each, are available for a variety of popular Macintosh programs, including Microsoft Works and Excel, Adobe Illustrator 88, HyperCard and Aldus PageMaker.

"Temporaries have some of the same problems that big corporations have: They're never all at the same place at the same time," said Susan Barton, PTS president and founder. "Our training system lets you customize training for every individual."

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23. Manufacturer (Computers, Software, Peripherals)
24. Computer Consultant
99. Other Businesses & Services (please specify) _____

2 Your Professional Title:

(Select one only.) Write Answer Here ➡ ☐

A. Chairman/President/Owner/Partner
B. VP/Controller/Treasurer
C. General Manager/Director
D. Micro Manager/Specialist/Coordinator
E. Project Manager
F. Art Director/Graphic Designer/ Artist/Illustrator
G. Manager/Supervisor (not listed above)
H. Architect/Engineer
I. Systems Analyst/Programmer
J. Consultant/Advisor
K. Scientist
L. Educator
M. Editor/Writer
N. Professional (Doctor,Lawyer, etc.)
O. Accountant
P. Representative
Z. Other (please specify) _____

3 Your department/function at this location:

(Select one only.) Write Answer Here ➡ ☐

A. Engineering/Systems Engineering
B. Research & Development
C. Communications/Publishing/Public Relations
D. Art/Creative Design
E. MIS/DP/Information Systems
F. Manufacturing/Operations/Production
G. Sales/Marketing
H. Administration/Management/Personnel
I. Accounting/Finance
J. Education/Training
K. Science
L. Consulting
Z. Other (please specify) _____

4 Are there Macintoshes or other PCs listed below owned and/or planned for purchase within 1 year at this location?

☐ Yes ☐ No (Write in accurate quantity for all that apply):

		Currently Owned (Quantity)	Plan to Buy (0-12 Months) (Quantity)
Macintosh IIfx	1		
Macintosh IIcx/Macintosh IIx	2		
Macintosh IIci	3		
Macintosh II	4		
Macintosh SE/30	5		
Macintosh SE	6		
Macintosh Portable	7		
Macintosh Plus	8		
Macintosh (Other)	9		
IBM/Compatible Micro	10		
Workstation (e.g. Apollo, Sun)	11		

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5 If your firm's primary business at this location is retailing, reselling or consulting, how many Macintoshes are sold per year?

(Answer one only.)
A. Retailer: sold per year _____ (specify quantity)
B. Reseller: resold per year _____ (specify quantity)
C. Consultant: purchased by your clients through your firm's recommendations per year _____ (specify quantity)
☐ D. Not Applicable

6 Please check the Mainframe(s) or Minicomputer(s) at your location:

(Check all that apply.)
☐ 01. VAX ☐ 02. IBM ☐ 03. Other ☐ 09. None

7 Do you purchase, recommend, specify or approve any of the Macintosh/Compatible products listed below?

☐ Yes (If yes, please check all that apply): ☐ No

Computers
☐ 01. Macintoshes
☐ 02. Workstations
☐ 03. Minis, Mainframes

Connectivity
☐ 10. Local Area Networks
☐ 11. Modems
☐ 12. Micro/Mini/Mainframe Links
☐ 13. Communications Software

Peripheral Equipment
☐ 20. Laser Printers
☐ 21. Color Printers
☐ 22. Color Monitors
☐ 23. Hard Disks
☐ 24. Backup Systems
☐ 25. Plotter, Charting Devices
☐ 26. Scanners

Add-in Boards
☐ 40. Memory Boards
☐ 41. Graphic Boards
☐ 42. MS DOS Boards
☐ 43. Ethernet Boards

Software
☐ 50. CAD/CAM
☐ 51. Graphics
☐ 52. Desktop Publishing
☐ 53. Desktop Presentation
☐ 54. Database
☐ 55. Programming
☐ 56. Accounting, Payroll
☐ 57. Spreadsheets
☐ 58. Music
☐ 59. Project Management
☐ 60. Word Processing
☐ 61. Utilities

8 If you help purchase, specify, recommend or approve Macintosh Computers, software or peripherals, for how many MACs do you have this involvement over the course of one year?

(Select one only.) Write Answer Here ➡ ☐

01. 500+
02. 100-499
03. 50-99
04. 20-49
05. 10-19
06. 4-9
07. 1-3
09. None

9 Please indicate the communications capabilities that the Macintoshes at your location have:

(Check all that apply.)
☐ 01. Local Area Network
☐ 02. Communicate with corporate workstations, mini or mainframe computers
☐ 03. Communicate with remote mini or mainframe computers
☐ 04. Communicate via modem
☐ 05. Voice/Data
☐ 09. Other (please specify) _____

10 Indicate how many employees there are in your entire company:

(Select one only.) Write Answer Here ➡ ☐

01. 1000 or more 02. 100-999 03. Under 100

11 Indicate an additional individual at this location who might qualify for a FREE subscription to MacWEEK:

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Title _____ Dept _____

● Your Signature _____

Title _____ Date ___/___/___

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The Mac Manager

An outbreak of software sequelitis

BY DON CRABB

Computer companies are becoming more like movie companies, with their emphasis on sequels. Like movie companies, Mac software vendors take an old idea and keep reworking it, squeezing out the last drop of its essence. In this summer of "Gremlins 2," "Back to the Future III" and "Another 48 Hours," consider the following software products: MORE 3.0, FullWrite Professional 2.0 and SuperCard 2.0. Were these products so great in their earlier versions that they deserve sequels?

I know, it's much more complicated than that. But the core of my argument is simple. Just as Hollywood has overemphasized sequels to the detriment of new ideas, third parties are spending too much effort, money and staff on producing Macintosh software sequels. And this software sequelitis couldn't happen at a worse time for those of us who manage Mac staffers.

At the very time that Windows 3.0 threatens to undercut the Mac's gains in large corporations, the Mac software industry is caught up in a battle of blockbuster sequels.

So what? Isn't it good for companies to fix their mistakes and improve their wares? Sure. But that's a given. They should be doing that every day, which is a lot different from the process of developing a software sequel with new features. Often the only thing that the new version shares with the old is its name and the way it looks on the screen. Scratch the surface of the code and you'll find Rewrite City, with everything redone. Often from top to bottom.

Every software sequel takes *beaucoup* resources to execute. When you go from MacSoftWareThingy 1.0 to MacSoftWare-Thingy 2.0, you tie up three to 10 programmers, one or two programming managers, a product manager, some other marketing types, probably some documentation people and all their supporting staff. And don't forget all the money it takes to pull it off. In fact, developing a new version of an old program often takes more work than developing something from scratch, because you're fighting against the overhead created by the old program.

Maybe the software companies would be a lot better off fixing the bugs in 1.0 and adding just a few features that users said they want. It sure would cost a lot less money.

Of course, not every sequel is a bad sequel. There are a damned sight more good software sequels than good movie sequels. Remember "Ghostbusters 2"? Yikes! With a good software sequel you get a better version of an old idea. A solid example is Microsoft Excel. Excel 1.5 was a good spreadsheet, but it had identifiable weaknesses that made it more cumbersome and less powerful than it should have been. Version 2.2 fixed all that.

But where does Microsoft go from here? What could Excel Version 3.0 do to justify its existence? Might not Microsoft and its customers be better off if those Version 3.0 resources were scaled back to accommodate bug fixes (which would appear in Version 2.3), and the money saved were spent on product categories we haven't thought of yet?

I'm not singling out Microsoft here. Every large Macintosh software house (including Ashton-Tate, Claris, Symantec and Aldus, to name just a few) and most of the middle-size and smaller companies are caught up in software sequelitis. All have gotten mired in producing sequels because everyone is so afraid of next quarter's sales and their effect on short-term stock prices. Long-term product planning becomes a joke under those circumstances.

The tough decision, of course, is forgoing a major upgrade to a software cash cow in favor of new product development. Yet that's exactly what more companies have to do if the software revolution made possible by the Macintosh is to continue. We need new software and new ideas that don't owe their existence exclusively to predecessors.

What we don't need are anymore "Nightmare on Elm Streets," which is exactly what many software companies have been serving up this year. □

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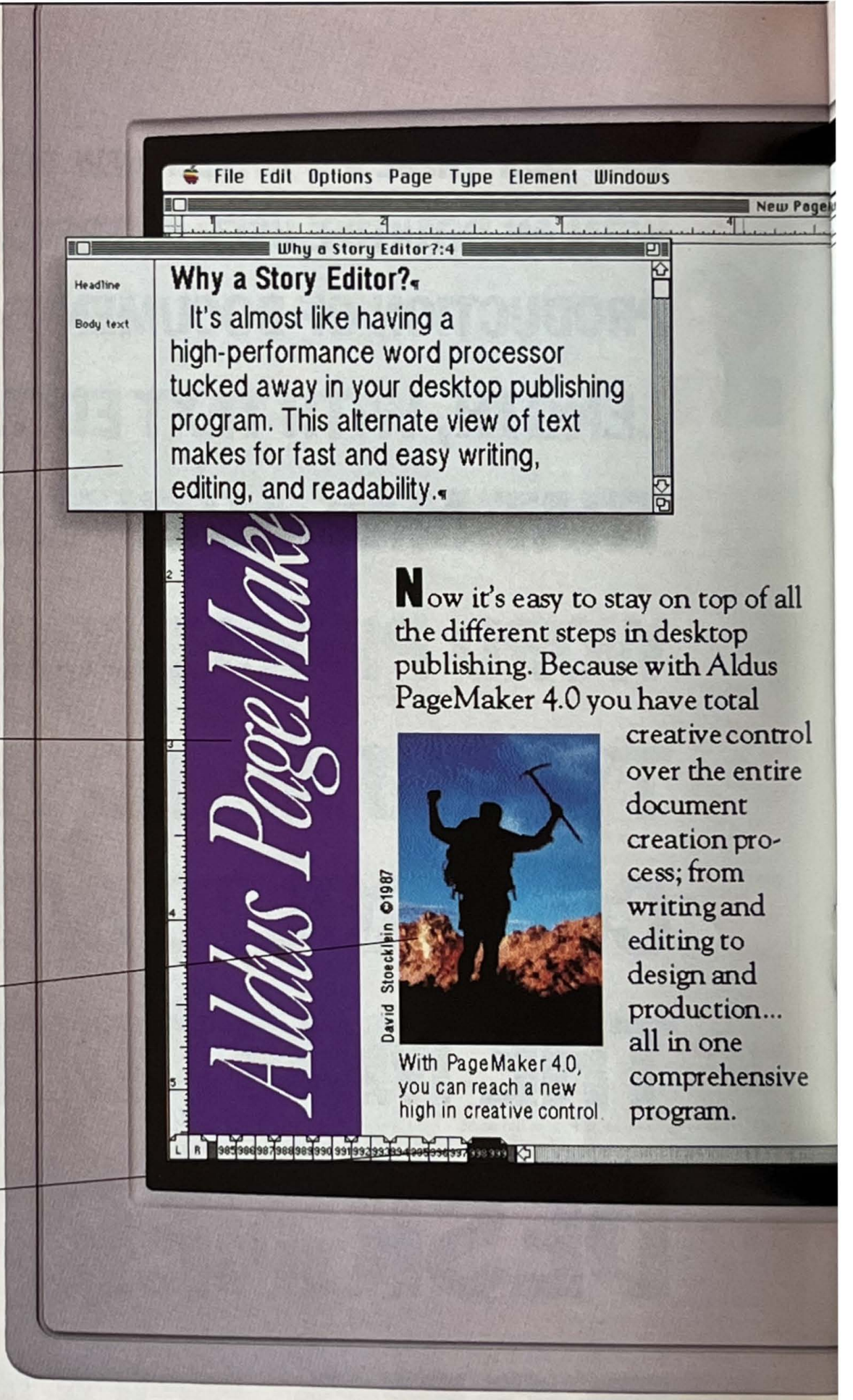
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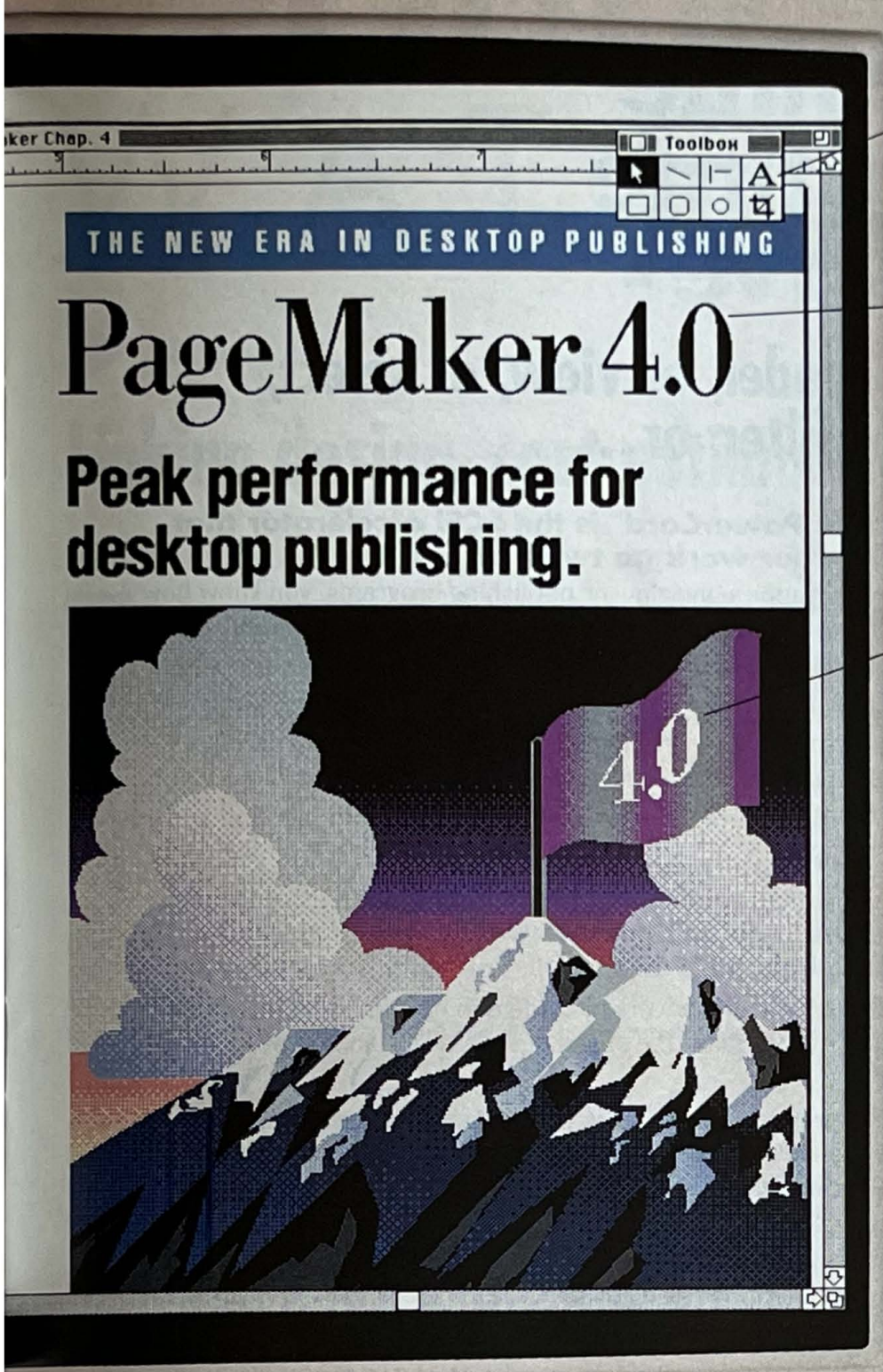

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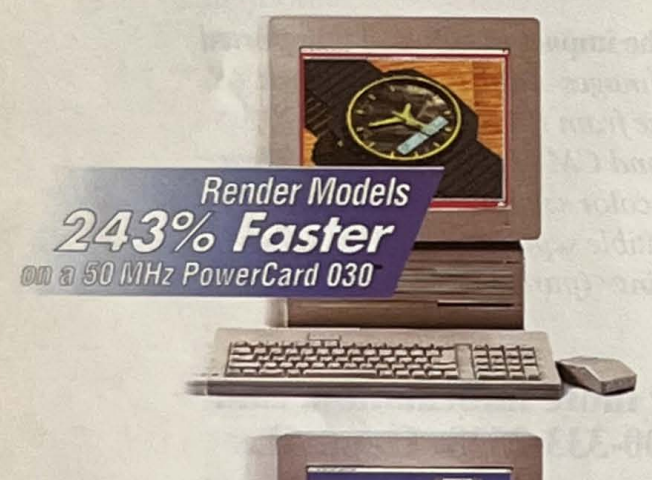

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Dennis Klatzkin
In memory of one of MacWEEK's best columnists

TRENDS

Linking design, cost estimation, 3-D

By Kevin Mathews

The drafting table and the blueprint are the essence of the development and communication of construction information. Just about everything that's hot in construction-related software connects back to drawing in one way or another.

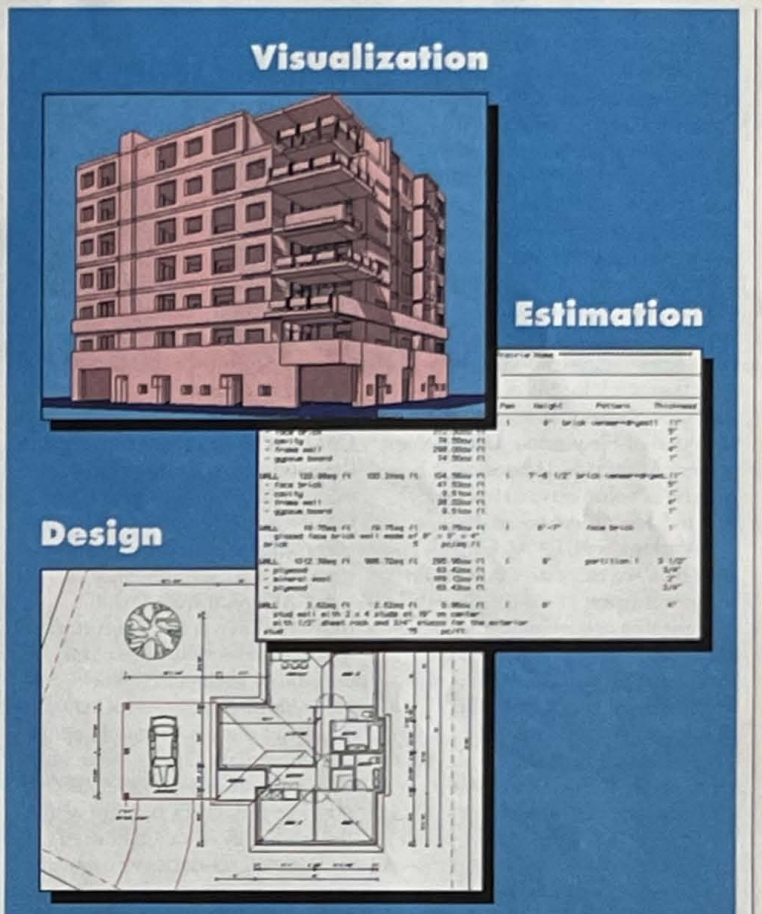
Yet drawings tell only a small part of the story of a building. Designers need to visualize space in three dimensions, engineers need calculations to size structural elements, and builders have to track time and estimate costs. Software to help with each of these tasks individually is not new. What is new is software that recognizes interconnections of all these different tasks and how they overlap.

"[Soon] we will take this idea through the whole life of the building: Model a project in ArchiCAD, building a list of materials into a spreadsheet; tie the materials list to estimating and to scheduling; connect the schedule back to the 3-D model; and preview the construction sequence in animation," said Craig Savage, a California builder and publisher of the Macintosh Construction Forum newsletter.

The Interapplication Communications functions planned by Apple for System 7.0 will open the way for live links among CAD applications, spreadsheets and databases, resulting in a new breed of intercommunicating, integrated building-design and production-control systems. Ideally, one should never have to enter the same data over again, said John Stebbins, a builder in Southern California.

Ultimately, Stebbins, along with many Mac users, sees a future of being able to "build the project on the computer."

"The promise," he said, "is efficiency and quality, giving clients more control over their environment under the skilled guidance of the designer. We should realize that architecture is part of the information economy."



New software programs begin to integrate these three functions

Strolling in 3-D

For many designers and developers, traditional 2-D representations are not enough. Buildings are inherently 3-D, and the Mac has some of the best software available that speaks the architect's language. Out of those 3-D capabilities, "4-D" capabilities, such as "strolling" through a 3-D representation of a building or otherwise animating 3-D effects, are growing.

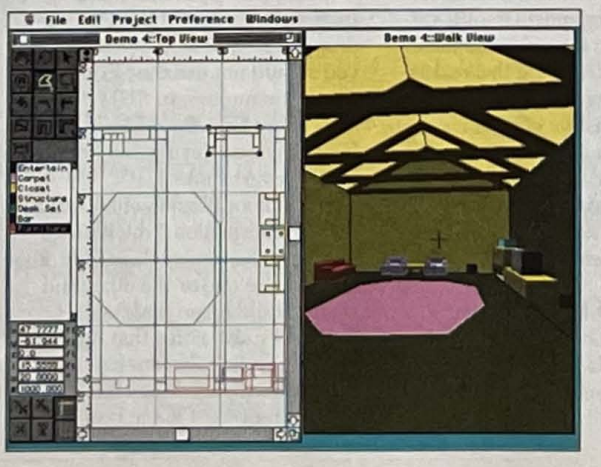
Visualization, or moving around or through lifelike models of buildings on the computer screen, has a new standard-bearer in Virtus Corp.'s Virtus WalkThrough (see MacWEEK, June 5). WalkThrough uses object modeling technology to construct color-shaded building models and then lets users move through them in real time. When model elements are placed and adjusted in plan and elevation views, changes are reflected immediately in an always-available shaded-perspective-view "4-D" window.

Paracomp Inc.'s ModelShop, built with a click-and-drag modeling interface, is used by a variety of design companies for exploring 3-D design concepts early in the design process.

At the other end of the scale are a pair of unusual building-design programs. ArchiCAD from Graphisoft and Gimeor Inc.'s Architrion II take advantage of the fact that most buildings are assembled from relatively simple and repetitive forms (unlike, for instance, automobiles).

Graphisoft has continued to upgrade ArchiCAD as an integrated 2-D and 3-D building modeling program with built-in display of automatic take-off information. Stebbins has worked with both ArchiCAD and Architrion II.

"Designing with wall and slab assemblies in ArchiCAD, a residential design/build contractor can probably get to a complete model with material estimate and adequate drawings faster than with any other tool available," Stebbins said. "On the other hand, architects may find the assemblies approach of ArchiCAD a bit too streamlined for sophisticated design projects, and they would have more need for features like shadow-casting and modeling in section views."



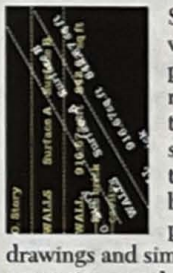
Positioned as a visualization tool for building and interior designers, WalkThrough automatically updates a 3-D model as design changes are made in the plan view. Users can move through the 3-D model in real time.

Gimeor SA, the France-based developer of Architrion II, also has improved its product, and the new version, 5.5, (see MacWEEK, June 19), was scheduled to ship in early July as this went to press. Architrion II's relatively general modeling interface works with six-sided block elements to support both simple massing models and detailed interior and exterior constructions, and these models work with separate 2-D drafting and quantity take-off modules.

Architrion II's rendering goes beyond the field of building-oriented modelers with an almost indispensable shadow-casting capability. View sequencing is supported by the separate ArchiMovie application. Architrion II is used, for example, by Franz Israel of View by View in San Francisco as an animation-oriented presentation service, one of the first for architects and developers.

All of these applications are expected to continue to improve rapidly, with ever-more-powerful Macs helping with computationally intensive 3-D tasks. Yet, some major obstacles remain. In particular, it is difficult or impossible to transfer files between these tools. Something like widespread support for the 3DGF (3-D Geometry File) file-exchange format (promoted by San Francisco-based MacroMind Inc.) is needed to allow these programs to work together in the real world.

Numbers matter



Specialized software exists to support the different requirements of the construction side of the industry as well. While builders need to produce shop drawings and similar design documentation, much of their time is spent with text-and-numbers tasks such as estimating, accounting and writing up contracts. Well-established vertical database applications on DOS and minicomputer platforms have supported construction estimating and accounting needs for several years. Until recently, the Mac has been playing catch up.

With software such as The Contractor Solution from Vertical Solutions Inc., the Macintosh can compete head-on with DOS systems. The Contractor Solution

See CAD, next page

CAD

From previous page

integrates various accounting functions with an estimating module that accepts quantity information entered by hand or directly from a digital planimeter used with paper drawings.

Other Mac estimating software goes a step beyond this, connecting cost-estimate routines directly with design-oriented CAD models. Exceiver Corp.'s Construction Contractor Management has a take-off module that reads information from Architrion II models into the estimating portion of its Omnis relational-database accounting system.

Brandon Quan uses this approach in millions of dollars of commercial and residential construction work for his general contracting company, Brandon Construction of Pleasanton, Calif. Quan prefers Architrion II because it generates volumetric data in addition to basic object counts.

"Working with CCM from Exceiver, we can take information from Architrion II via the Quantifier right into a working estimate," Quan said. "As you're working in Architrion II, you can keep a running estimate, right from the design phase on into construction. This will get even more sophisticated soon; we'll use volumes and airspaces data from Architrion II to do Title 24 (California energy code) calculations."

Philip Hagopian, owner of Hagopian Design/Build Associates of Merrimac, Mass., regularly makes estimates based on 2-D MiniCad+ drawings using macros he has written in the MiniCad programming language and MiniCad's integrated spreadsheet features. Claris Corp.'s soon-to-ship Claris CAD 2.0 contains new features to support similar automatic collection of data on drawing objects.

Drawing (still) basic

Underlying all the excitement in visualization and estimating are significant improvements in design and drafting applications. 1989 saw a series of releases of important new CAD products for the Macintosh:

▶ Shipping in January 1989, Claris CAD was among the first to combine the natural direct-manipulation interface of MacDraw with "positional modifiers" to support the precision databases found in traditional, user-hostile CAD programs.

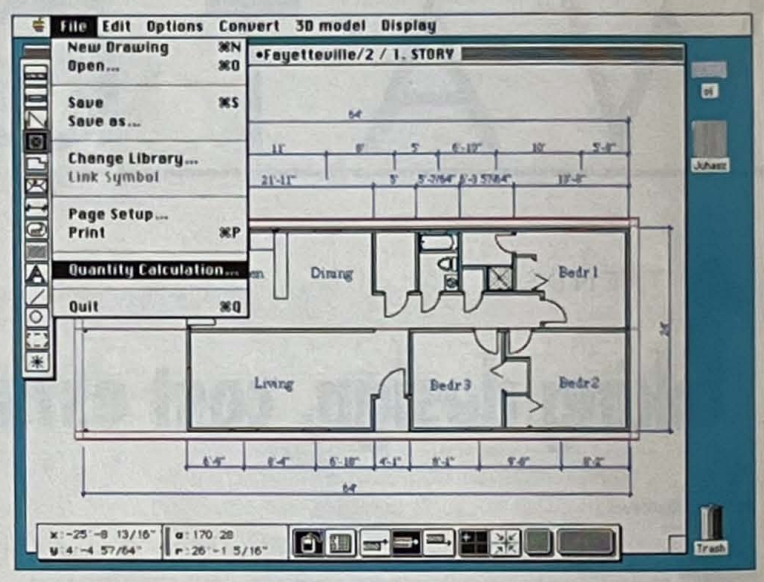
▶ CAD giant Autodesk Inc.'s rollout in March 1989 of AutoCAD Mac helped establish the Mac's credibility in the CAD world. Specialized third-party AutoCAD software add-ons also began to appear.

▶ Intergraph Corp.'s MicroStation Mac shipped in September 1989 and, like AutoCAD, brought with it the credibility of an established CAD workstation vendor as well as an integrated 2-D and 3-D drafting and surface modeling environment.

▶ Ashlar Inc.'s Vellum package was released in November 1989. Vellum's impressive Drafting Assistant interface automatically highlights positional modifiers as the cursor moves around the screen.

▶ In December 1989, a Macintosh version of DCA Software Inc.'s AutoArchitect shipped. AutoArchitect, DCA's add-on package for AutoCAD, provides architecture-oriented commands, functions and coordinated symbol libraries capable of generating door and window schedules.

1990 also promises to be a year of improvement for Mac CAD products. Products expected to provide significant upgrades include Claris CAD 2.0, scheduled to ship this month, and an improved version of Graphsoft Inc.'s MiniCad+, also due this summer. Both Claris CAD and MiniCad+ 3.0 will include new architecturally oriented tools. □



Using a single command to integrate design with estimating, ArchiCAD can generate and compare differences between design variations for such factors as bills of materials, labor and heat loss.

Product Info

ASHLAR INC.
Ashlar Vellum: $995
1290 Oakmead Parkway, Suite 218, Sunnyvale, Calif. 94086; (408) 746-3900

AUTODESK INC.
AutoCAD Mac: $3,000
2320 Marinship Way, Sausalito, Calif. 94965; (415) 332-2344; (800) 445-5415

CLARIS CORP.
Claris CAD 2.0: $899
5201 Patrick Henry Drive, Box 58168, Santa Clara, Calif. 95052; (408) 987-7000

DCA SOFTWARE INC.
Auto-Architect: $995; **three Application Modules (Architectural Engineering, HVAC and Plumbing):** $395 each; **Auto-Architect and three Application Modules:** $1,995
7 Liberty Hill Road, Henniker, N.H. 03242; (603) 428-3199

EXCEIVER CORP.
Construction Contractor Management: $1200; **Take-off module:** $500; **Accounting modules:** $395 each
14688 County Road 79, Elk River, Minn. 55330; (612) 441-8166

GIMEOR INC.
Architrion II Series 5.5: $5,500; **ArchiMovie:** $250
420 10th St. S.E., Washington, D.C. 20003; (202) 546-8775

GRAPHISOFT
ArchiCAD: $3,950
400 Oyster Point Blvd., Suite 517 A, South San Francisco, Calif. 94080; (415) 266-8720; (800) 344-3468

GRAPHSOFT INC.
MiniCad+ 3.0: $795
8370 Court Ave., Suite 202, Ellicott City, Md. 21043; (301) 461-9488

INTERGRAPH CORP.
MicroStation Mac: $3,300
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PARACOMP INC.
ModelShop: $595
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VERTICAL SOLUTIONS INC.
The Contractor Solution: $3,995
25050 Avenue Kearny, Suite 201, Valencia, Calif. 91355; (805) 257-6911

VIRTUS CORP.
Virtus WalkThrough: less than $1,000 (not released yet)
117 Edinburgh S., Suite 204, Cary, N.C. 27511; (919) 467-9700

MacInTouch

RIC FORD AND RICK LEPAGE

Ridding PRAM of a nasty little software gremlin

BUGS & TIPS

Serial port gremlin. There's a nasty little software gremlin that is trying to convince people to buy expensive new motherboards when their modem ports suddenly start failing. It lives in the parameter RAM of Mac II-family machines.

The reported symptoms are that the modem port is always "in use" or the Mac crashes with a -98 error. Even using Apple's secret key combination to "zap" the PRAM (holding down the Command, Option and Shift keys while opening the Control Panel) does not fix the problem, which is caused by programs that leave erroneous information in the PRAM. (Apple's MIDI Manager has been mentioned as a possible culprit.)

There are three options for fixing the problem. If you have a removable battery in your Mac, you can remove it for about 10 minutes and the PRAM should be completely cleared. You'll have to reset your clock and the other Control Panel parameters afterward.

If you're a hacker, you can try setting memory location $01FB to 00 and changing the Control Panel to force the Mac to update the PRAM.

Finally, there is a public domain program, SERIAL.FIX, that makes the change when you start it. It provides no explanation of what it's doing, however. Look on Zmac, Ziff-Davis' on-line companion to MacWEEK and MacUser, for this program or for an alternative utility to fix the problem.

Outbound tip. When we reviewed the Outbound Laptop System (see MacWEEK, June 19), we noted anomalies in certain performance results. The application

KEVIN BERGER

EarthPlot 3.0, for instance, ran dramatically slower on the Outbound than it did on the Mac Portable, which uses a similar processor.

Outbound diagnosed the problem, and there is a simple cure for it. Simply turn off the portable computer's "CPU Sleep" option in the Control Panel, an option that helps extend battery life. We reran the benchmark tests with the option disabled and found a dramatic improvement in EarthPlot speed, although other operations showed little change. (Final test results are available on-line in the MacWEEK Forum on Zmac.)

SUM and System 6.0.5 notes. Consultant James Bradley dropped us a note to point out that you should not use the Write Boot Blocks menu item in SUM Tools after using Edit Boot Blocks. (The interface is confusing and not completely consistent.)

Write Boot Blocks actually writes default information, which wipes out most changes made in Edit Boot Blocks. Use one or the other and there should be no problem.

Bradley also notes that Apple is recommending System 6.0.5 for use only with the Mac IIfx, saying that System 6.0.4 is the best version for all other Macintoshes and AppleShare servers.

Wingz patch. Informix Software Inc.'s Wingz has memory-allocation problems with Apple's System 6.0.5 and MultiFinder, which result in frequent crashes. Informix has released a utility that patches Wingz to fix the bug. The utility, WingzAid for 6.0.5, is available from Informix's forum on Connect, as well as from other services.

Counting picas. Jim Lewis has written Pica Calculator, an excellent shareware desk accessory specifically designed for users who need to move between the pica and the inch when performing layout operations.

Pica Calculator allows mixed-format entry of picas, points and inches, and a pop-up menu makes it easy to perform conversions between unit types. Pica Calculator also can perform trigonometric operations and has 10 memory locations for complex calculations.

Version 1.1 is the most current release of Pica Calculator, and Lewis requests a modest $10 fee for its use. It can be found on Zmac and should be available from other services and from user groups.

We welcome comments at MacWEEK, 4 Cambridge Center, Third Floor, Cambridge, Mass. 02142; (617) 497-2600; (617) 497-2646 (fax). Electronic Mail: CompuServe: (Ric Ford) 72511,44, (Rick LePage) 76117,1765; GEnie, America Online, Delphi, MCI Mail, PAN: MACWEEKBOS. Connect: RICFORD, RICKLEPAGE. AppleLink: ("Attn: MacInTouch" in Subject): MACWEEK, Internet: 72511.44@COMPUSERVE.COM.

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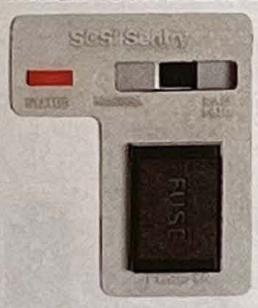

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Some think there's no a
Microsoft applications. T
the same thing abo

Nobell Chem Revenue Potential

Product Portfolio Breakout

High Growth Markets	1989	1990	1991	1992
Medical Applications	15	25	40	60
Industrial Applications	30	39	46	51
Total	*45*	*64*	*86*	*111*
% of total	*55%*	*63%*	*68%*	*72%*
Mature Markets				
Defense Applications	36	38	40	42
% of total	*45%*	*37%*	*32%*	*28%*
Total Revenue	*81*	*102*	*126*	*15*

Nobell Chem

Report to the Board of Trustees

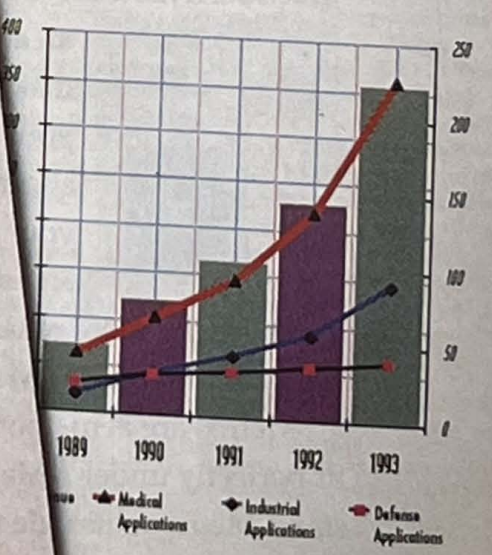
During the past twelve months, the Nobell Chem Corporation pulled far ahead of the competition, through the diverse and strategic marketing of its Nitro Glycerin compound.

Nitro Gly…hich was discovered in 1847 by Ascanio Sobrero and commercially developed by …l Prize fame), has long been used in the manufacturing process of dynamite.

…now become a leading marketer of Nitro Glycerin in pill form, to aid …l uses. As a result of this development, Nobell Chem is now expanding …istribution channels.

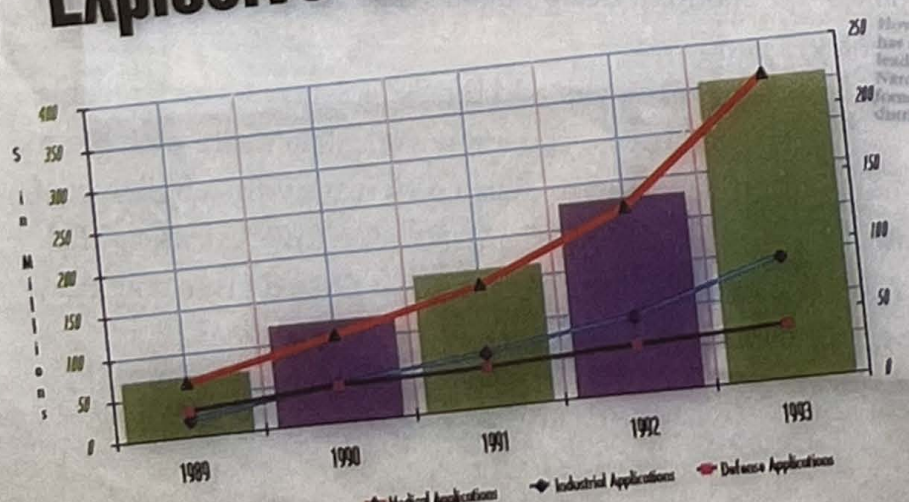
	1989	1990	1991	1992	1993
	15	25	40	60	85
	30	39	46	51	72
	36	38	40	42	44
	81	*102*	*126*	*153*	*201*

Explosive Growth Potential



Nobell Chem

Explosive Growth Potential



dvantage to combining hen again, some thought ut nitro and glycerin.

If you own a Mac® you may already know what a phenomenally powerful piece of software Microsoft® Word is.

And, most likely, you're also aware of how powerful Microsoft Excel is. Well here's something you probably don't know:

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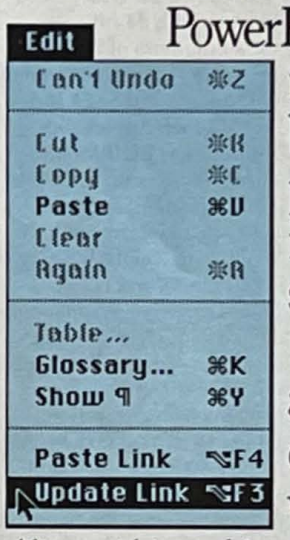
Here's how warm links works. Imagine it's the end of the day and tomorrow's the BIG presentation. You've been working with the sales manager to incorporate his Microsoft Excel projections into your report. You're finally done. But wait. Suddenly he makes one of his famous last-minute changes to the spreadsheet.

This is where warm links saves the day (or the hour). No more antiquated manual moves of opening and closing your document, cutting, pasting and praying. With warm links, you simply open your Word document and select Update Link. Word automatically finds the latest Excel data and updates your report. It's as simple as it sounds.



After you update your data in Microsoft Excel, select "update link" from Word's edit menu, and the change will automatically appear elsewhere.

Of course, because we are talking about the BIG presentation here, you'll want to go the extra step and blow them away. Enter Microsoft PowerPoint®. It's the easiest way to create attention-getting overheads and slides in black and white or color. Just cut and paste data from Word or Microsoft Excel into your presentation, draw, color, shadow, and take a bow.

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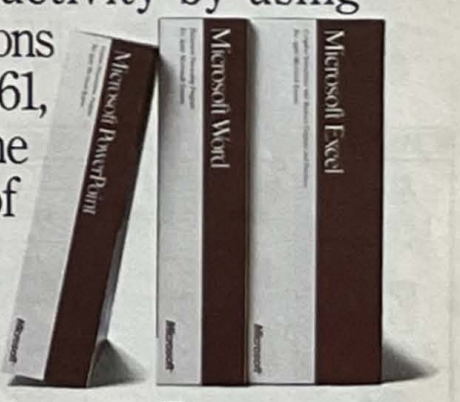

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COMPARISONS

True-color graphics cards for the masses

Low-cost options for smaller screens

By Mary Jane Westland

Working in 24-bit color is finally becoming affordable. While expensive large-screen solutions are still popular with those who really need them, smaller monitors and lower-cost cards provide a more populist alternative. On these screens, true color is only slightly more expensive than eight-bit color.

Here we take a look at three 24-bit graphics cards that drive the classic Apple 13-inch color monitor and compatibles: Apple's Macintosh Display Card 8•24, a new entry into the marketplace; RasterOps Corp.'s ColorBoard 264, the card that created this market; and SuperMac Technology's Color Card/24, recently updated to drive its 16-inch monitor. Choosing among these three excellent graphics cards is not easy and will depend on your work environment, specific card features, upgrade paths and prices.

Display Card 8•24. Apple's new Display Card 4•8 and Display Card 8•24 replace its entire line of Macintosh II graphics cards except the monochrome card. The Display Card 4•8 can be upgraded to the Display Card 8•24 with the Display Card VRAM Kit. However, the Display Card 8•24 reviewed here cannot be upgraded to the new Display Card 8•24 GC, Apple's accelerated 24-bit graphics card that is expected to ship later this month.

All three graphics cards we reviewed require a Macintosh II-family machine, System 6.0.5 or later, and the 32-bit QuickDraw file. To work with 24-bit color images, a minimum of 2 to 4 Mbytes of RAM is recommended.

The Display Card 8•24 supports the 13-inch AppleColor High-Resolution RGB Monitor, with display modes up to 32 bits (16,777,216 colors); all Apple monochrome monitors, with display modes up to eight-bit gray scale (256 grays); and NTSC (National Television System Committee) video devices. Special cables and an encoder box available from third-party manufacturers are required to connect the Display Card 8•24 to an NTSC device.

The Display Card 8•24 will improve video image quality on NTSC monitors in up to eight-bit color mode using Apple Convolution, a process that averages adjacent lines and pixels to eliminate flicker. Note that there are many monitors on the market that are compatible with Apple's monitors and that also should work with the other graphics cards reviewed here.

Apple does not provide any software beyond the standard system software. NuBus power consumption is within the recommended 2-amps-per-slot limit, so using the Display Card 8•24 should not complicate adding other NuBus cards to the system. Unfortunately, we received no documentation with the Display Card 8•24, although NuBus card installation instructions are included in Apple's monitor and CPU manuals. However, no instructions for connecting the Display Card 8•24 to an NTSC video device or any information on connector pin-outs are given; users must depend on dealers and third-party converter-box vendors for this information. Technical support is, as usual, available through your Apple dealer.

ColorBoard 264. RasterOps' ColorBoard 264 has been available since last fall and was updated as recently as March. Although it has been improved upon by the more expensive ColorBoard 364 (see MacWEEK, June 26), which includes hardware pan and zoom, virtual screen and video-capture

See Graphics cards, Page 64

In summary: Low-cost color cards

We reviewed three inexpensive 24-bit color video cards for use with small-screen monitors, such as Apple's 13-inch RGB (red, green, blue) and compatibles. No one card stood out as the best in all situations. Your choice will depend on features, upgrade paths and pricing.

The Apple Macintosh Display Card 8•24 offers the most-flexible support for Apple monitors, giving 24-bit color capability to the Apple 13-inch color monitor and adding eight-bit gray-scale capability to all of Apple's monochrome monitors. Also, the less expensive Display Card 4•8 can be upgraded to the Display Card 8•24. Remember, however, that the Display Card 8•24 cannot be upgraded to the forthcoming accelerated Display Card 8•24 GC.

The RasterOps ColorBoard 264 offers the best price of these three graphics cards and is compatible with Apple 13-inch color and 12-inch monochrome monitors, among others.

The SuperMac Color Card/24 includes some useful software features not available on the other graphics cards, and it drives the larger SuperMac 16-inch Trinitron monitor.

If you're working mostly in a 24-bit color environment, acceleration is essential, and the Color Card/24 with the Graphics Accelerator is the clear choice (but note that Apple's accelerated card is coming soon). If you can take advantage of the trade-in program, it is competitively priced with the Apple and RasterOps graphics cards reviewed here.

If most of your work is in one- and eight-bit environments with an occasional need for 24-bit color, acceleration may not be as important as price. RasterOps offers the best value overall with its ColorBoard 264. The 264 also was the fastest card in the one- and eight-bit modes.

REVIEWS

Rival, SAM: Two new virus fighters leading the pack

Rival 1.1

Microseeds Publishing Inc.
List price: $99

+ Fast and transparent; can detect and repair infected files on the fly; can "stun" viruses it can't remove.

− Not configurable enough for some situations.

SAM 2.02

Symantec Corp.
List price: $99.95; upgrade from earlier versions: $29.95

+ Highly configurable; settings can be locked; can make files more resistant to infection.

− Requires separate application to remove viruses; slower in normal use than Rival.

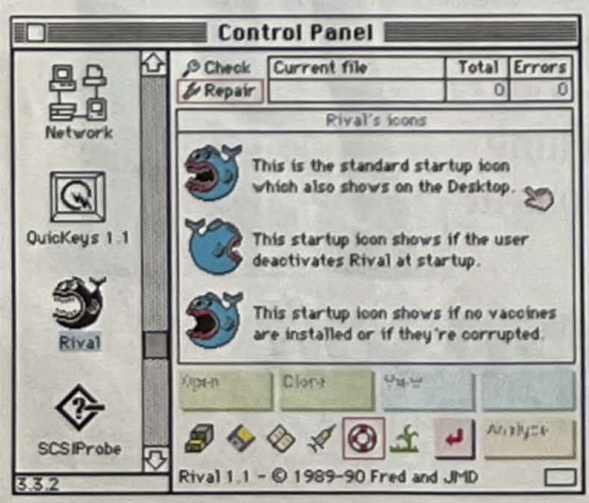
By Steve Costa

In the past three months, Macintosh owners have been pestered by several new viruses. Also during this period, Symantec Corp. upgraded its virus-fighting utility, Symantec AntiVirus for Macintosh (SAM), and Microseeds Publishing Inc. introduced Rival, a new virus-checking and repairing program. Both programs go a step beyond previous utilities.

Users can add new virus-checking capabilities to both SAM and Rival as needed. Both are solid and reliable utilities; neither crashed nor missed any of the current viruses during our testing. What differentiates them is convenience, technical support and configurability.

How they work. Rival 1.1 is a single Control Panel device (cdev) that checks applications and files, including Startup documents (INITs), cdevs and Desktop files, as they are opened. This checking is

See Virus fighters, Page 66



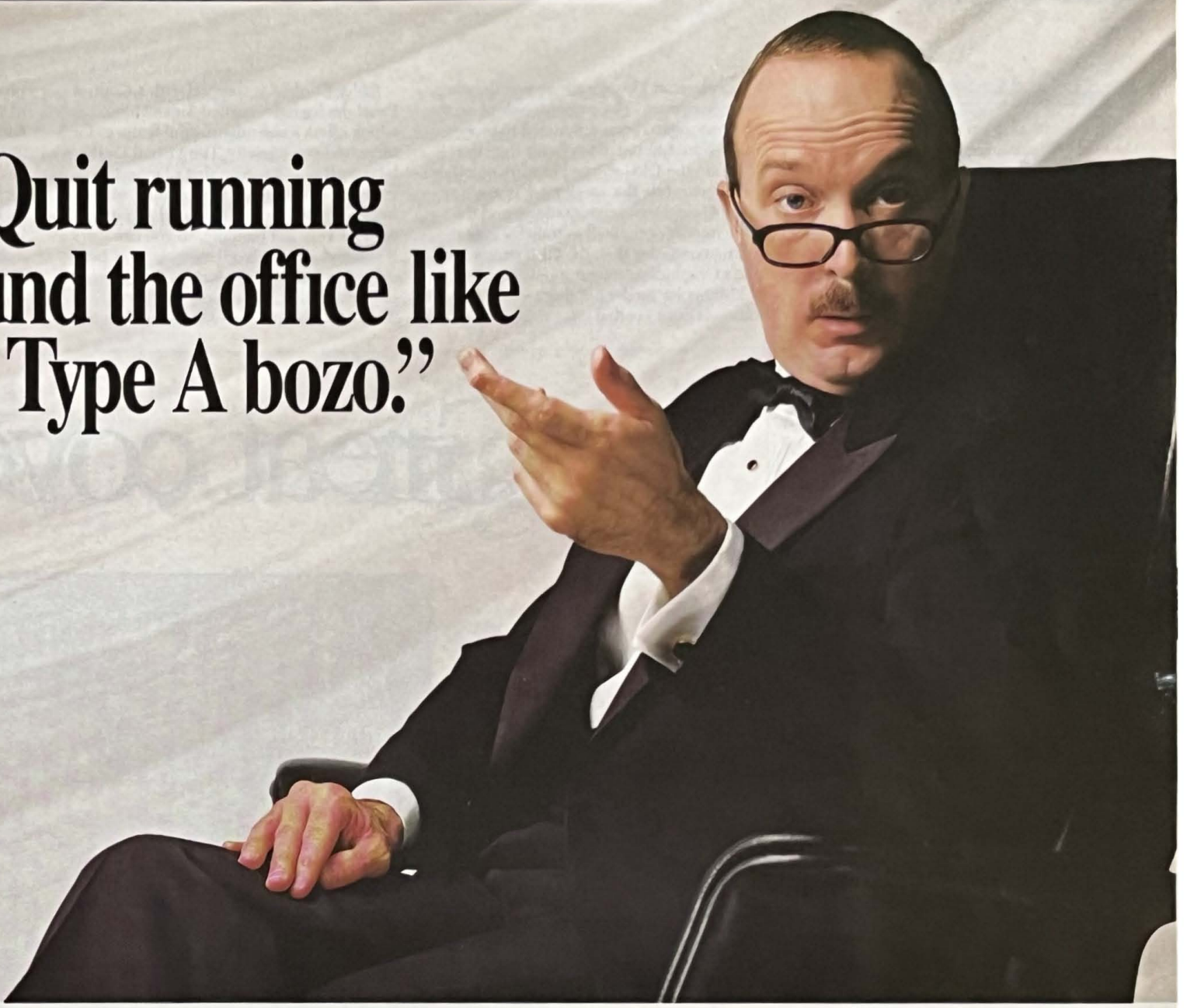
Microseeds' Rival virus-fighting software is contained entirely within a Control Panel device. The on-line help included contains text, pictures and sounds and is better than the paper manual.

Graphics card feature comparison

	Apple Macintosh Display Card 8•24	RasterOps ColorBoard 264	SuperMac Color Card/24
ROM & software version	ROM Version 1.0	ROM Version 1.2	ROM Version 1.1; SuperVideo Version 2.06
Price	$899	$745	$899 card alone; $499 for Graphics Accelerator; $1,299 for both
Trade-in policy	n/a	n/a	35% off list price of Color Card/24 and Graphics Accelerator with trade-in of existing small video card
Warranty	1 year	1 year	1 year
Bits per pixel	1, 2, 4, 8 or 24	1, 2, 4, 8 or 24	1, 2, 4, 8 or 24
NuBus power requirement	1.4 amps at 5 volts	0.9 amps at 5 volts	Color Card/24: 2.5 amps; Graphics Accelerator: 1.5 amps; total 4.0 amps at 5 volts
Video output support	Apple 13-inch color monitor (32-bit color); all other Apple monitors (8-bit gray scale); PAL or NTSC video devices	Apple 13-inch color monitor; Apple 12-inch monochrome monitor; NTSC video devices	Apple 13-inch color monitor; Apple 12-inch monochrome monitor; SuperMac 16-inch Trinitron; PAL or NTSC video devices with addition of TTL Clock Oscillator

Dr. Productivity Says:

"Quit running around the office like a Type A bozo."



"Don't confuse activity with productivity. Get QuickMail.™"

"In the time it takes to run across the office (to someone who's not there anyway), you could have E-mailed your question, sent two more messages following up on different projects, answered several pressing questions that were E-mailed to you, then sent correspondence around the world. All without leaving your desk or your application. Ask anyone who's used it: QuickMail is the biggest boost to productivity since fear."

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"Want a second opinion? Ask the critics."

"As we said before, CE Software's QuickMail is the best electronic mail package on the Mac, and the latest updates have only increased its lead over Microsoft Mail and InBox." MacWeek, 8/8/89

"Rather than exercising 20-20 hindsight, start out with QuickMail." Dave Kosiur, Connections, July-August/89

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Graphics cards

From Page 62

capabilities, the ColorBoard 264 is still the low-cost true-color solution.

The ColorBoard 264 supports Apple's 13-inch color monitor, with display modes up to 32 bits; Apple's 12-inch monochrome monitor displaying up to eight-bit gray scale; and NTSC video devices. With special cables, the ColorBoard 264 provides a composite gray-scale signal to drive an NTSC device directly but requires an encoder box (the $395 RasterOps Video Expander) for composite color output.

No extra software features are available with the ColorBoard 264 beyond the standard Apple system software. NuBus power consumption is quite low, less than 1 amp, so the ColorBoard 264 is especially appropriate for use in compact Macintosh systems such as the IIcx and IIci, which are rated for a total of 6 amps at 5 volts for all three NuBus slots. The documentation is short but adequate; card installation and monitor setup are briefly but clearly explained. Noticeably lacking is any discussion of 32-bit color. Technical support is a toll call but helpful.

The Apple Macintosh Display Card 8•24, RasterOps' ColorBoard 264 and SuperMac Technology's Color Card/24 are good, solid products, but none presents itself as the clear winner in all situations.

Color Card/24. SuperMac's Color Card/24 also has been on the market for a while but has just been revised. An additional Graphics Accelerator, which plugs into the Color Card/24, is available as an upgrade to the Color Card/24 or they can be purchased together at a discount. SuperMac also is offering a trade-in program that gives the accelerated Color Card/24 a very attractive price; with the trade-in of another small graphics card, SuperMac will refund 35 percent of the list price, for a total cost of $844.35.

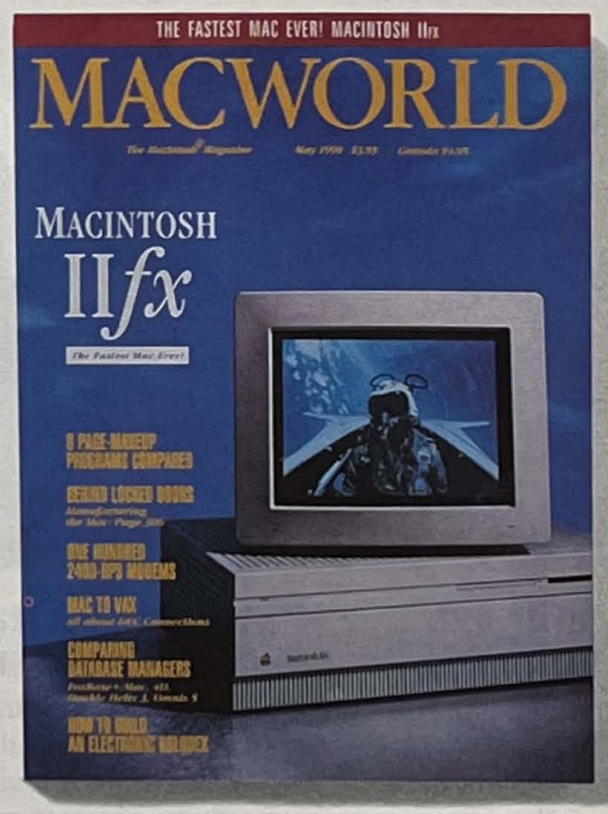
Monitors supported with the on-board TTL Clock Oscillator are Apple's 13-inch color (displaying up to 32 bits) and 12-inch monochrome monitors (at up to eight-bit gray scale). When another oscillator is added to the available socket, the Color Card/24 also can drive SuperMac's 16-inch Trinitron monitor (at up to eight-bit color at 832-by-624-pixel resolution) or PAL (a European video standard) or NTSC video devices. You may need special cables and an encoder box to properly convert Color Card/24's video signal for PAL or NTSC devices. Note that earlier versions of the Color Card/24 need a ROM upgrade (which is free and available now) to support SuperMac's 16-inch Trinitron monitor.

The Color Card/24 includes some desirable features not yet available with the Apple and RasterOps cards. With the addition of SuperMac's Graphics Accelerator, working in 32-bit color mode appears to be as fast as working in eight-bit mode. This is accomplished by trapping QuickDraw calls that are normally processed in the Macintosh's CPU and processing them with the accelerator. This speeds screen drawing for three reasons: The computer chips on the accelerator have been optimized to process QuickDraw computations faster than the CPU can; the CPU is freed to work on other operations while the accelerator is working on the QuickDraw computations; and the accelerator is optimized to transfer video information faster than the CPU can. SuperMac's Graphics Accelerator only accelerates in 32-bit color mode, but that's where acceleration is most needed.

Color Card/24 is shipped with a Control Panel device (cdev) called SuperVideo, which offers some other useful features for increased productivity. The Virtual Desktop lets you define a screen that's larger than your actual monitor. Extra portions of the image are held in memory on the graphics card for very fast panning, so you can work as if you had a 19-inch or larger monitor but only view 640 by 480 pixels of the image at one time. Allotting memory for the virtual screen means you'll have less available for pixel depth. Maximum pixel depths for each of the definable screen areas are: 24-bit at 640 by 480, eight-bit at 1,024 by 768, four-bit at 1,024 by 1,536, two-bit at 2,048 by 1,536, and one-bit at 4,096 by 1,536. Other features include hardware zoom (up to 200 percent), a locking menu bar, cursor homing and dialog-box centering.

NuBus power consumption with the Color Card/24 and Graphics Accelerator is high in comparison with the other graphics cards reviewed here. The Color Card/24 requires

Great cover.

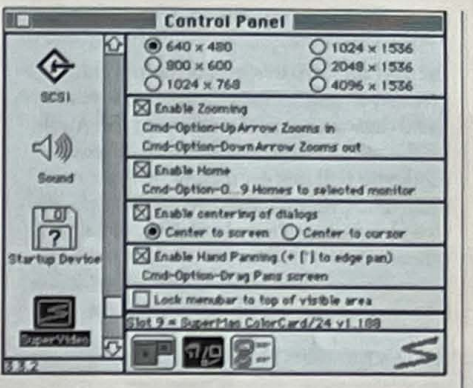


2.5 amps at 5 volts, and the Graphics Accelerator requires 1.5 amps. Together they pull 4 amps from the Macintosh's power supply, which is only designed to provide 2 amps per NuBus slot. This means the user must carefully plan the use of NuBus cards; putting cards that require more than 6 amps total into a three-slot Macintosh or 12 amps total into a six-slot Mac may prevent your Macintosh from booting and subsequently cause overheating. You should plan as if the Color Card/24 and Graphics Accelerator take up two NuBus slots, not just the one they actually occupy.

Color Card/24's documentation is excellent and includes a lengthy discussion of color in general and 32-bit color in particular. Technical support is not toll-free but was responsive and helpful.

Comparisons. All three graphics cards worked well in all display modes. However, not all software packages are able to take advantage of 32-bit mode, so you shouldn't necessarily expect a universal improvement. High-end graphics packages such as Adobe Photoshop and Letraset's ColorStudio, as well as layout programs such as Aldus PageMaker, Letraset's DesignStudio and QuarkXPress, are designed to take advantage of 24-bit color. All three graphics cards also displayed good quality color on the Apple 13-inch color monitor, and all three come with a one-year warranty.

Comparing the relative speed of graphics cards and ranking them accordingly is a tricky business. Benchmark tests can be done to test the speed of execution of particular QuickDraw calls, but these do not necessarily bear much relation to working in a day-to-day production environment. We used a program called Hydra, developed by the Donoho Design Group for the Austin Macintosh Developer's Association, to benchmark these three graphics cards.



SuperMac's SuperVideo Control Panel device lets you define the size of the virtual desktop and enable and configure various features available with the card.

Hydra gives test results in two forms: raw data on the time elapsed for each test run on each graphics card and an overall Hydex Rating based on weighted time-test results and normalized to a particular card running in a particular mode. Apple's Display Card 8•24 running in eight-bit color mode was our standard for normalization. We used the results of our Hydra tests to help us design some more-practical tests running real-live Macintosh applications.

The results of the Hydra tests indicated that the Color Card/24 with the Graphics Accelerator was, overall, two times faster than the Display Card 8•24 or ColorBoard 264 in 32-bit mode. They also showed that the unaccelerated Color Card/24 was slightly slower than either the Display Card 8•24 or ColorBoard 264 in 32-bit mode. In test results, the Color Card/24, with or without the Graphics Accelerator, was noticeably slower than either the Display Card 8•24 or ColorBoard 264 in one- and eight-bit modes. Finally, Hydra results showed that the ColorBoard 264 was about the same speed as the Display Card 8•24 in one- and eight-bit modes but slightly faster in 32-bit mode.

For our practical tests, we set up an environment more typical of a graphics production studio than a testing lab. We used an 8-Mbyte Macintosh IIcx, running all our usual Startup documents (INITs), and stayed connected to our AppleTalk network. Two areas where video-imaging speed and acceleration are most noticeable are in scrolling and window moving, so we concentrated on these types of operations. And we worked with programs in one-, eight- and 32-bit environments.

We found there was a clear speed improvement working in 32-bit mode with the Color Card/24 with the Graphics Accelerator. In general, this work went as fast as in unaccelerated eight-bit mode, if not faster. However, we didn't experience the results we expected based on the Hydra benchmarks. We found that acceleration improved this card's performance up to six to eight times with some operations but did not improve other operations at all. In 32-bit mode the accelerated Color Card/24 performed up to seven times faster than the unaccelerated Display Card 8•24 and up to five times faster than the ColorBoard 264.

See Graphics cards, next page

Great coverage.

MacWEEK
Apple deals new deck of color
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* See following page for more information.

Virus fighters

From Page 62

fast and unobtrusive and is the program's greatest strength. To indicate that it is active, Rival draws a square box around the Apple on the menu bar. Until a virus is discovered, you will not even know Rival is running. The program also can run comprehensive checks on selected volumes or folders, if needed.

Rival offers two kinds of file examination: Check Analysis, which detects viruses but does not remove them, and Repair Analysis, which both detects and removes viruses. Rival also can "stun" viruses in files that can't be repaired because they are on locked volumes, such as CD-ROMs or limited-access server volumes. By stunning, Rival prevents the infected file from harming other files when it is opened. Such files need to be stunned each time they are opened.

SAM 2.02 comes in two parts: the SAM Intercept cdev and the SAM Virus Clinic application. SAM Intercept watches all activity on your Macintosh and alerts you when it detects something suspicious.

Because SAM looks for many types of activities rather than simply for the presence of viruses, it alerts you more often than Rival. When it does send up an alert, you have a choice either to stop the activity, allow it to continue or tell SAM to ignore it so you won't be bothered again. SAM Intercept also can be set to scan the System folder or the entire contents of the start-up volume for viruses when you start the computer or when you shut down. These scans are thorough, but they can be time-consuming on large or slow disks. Virus Clinic is the tool for repairing infected files that Intercept discovers.

From the Control Panel, SAM Intercept can be configured extensively in four categories: Configure, Security, Scan and Exceptions. You can set your preferred options and then lock the configuration with a password, an option that is convenient for networkwide installations. SAM also can record an audit trail that tracks suspicious activities in a text file.

SAM Virus Clinic scans hard disk volumes, floppy disks, specific folders or files, and can repair the virus-infected files it finds. The new Virus Clinic offers a unique capability to modify files so they are more resistant to current viruses. You can use Virus Clinic

See Virus fighters, next page

How MacWEEK covers MVBs.

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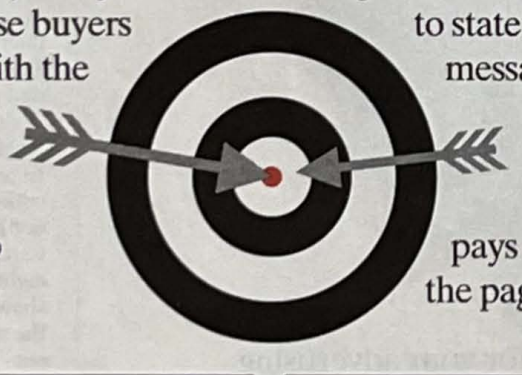
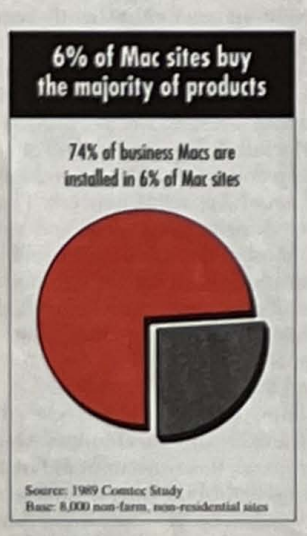
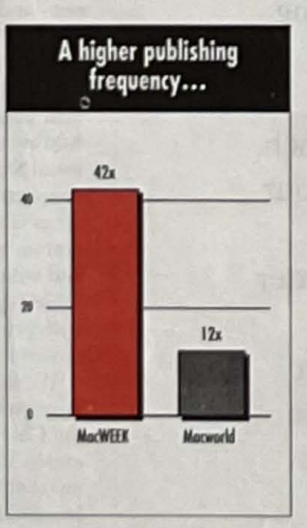
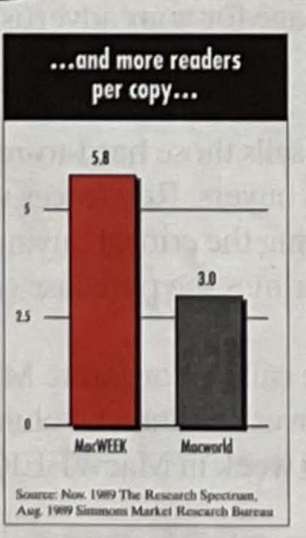
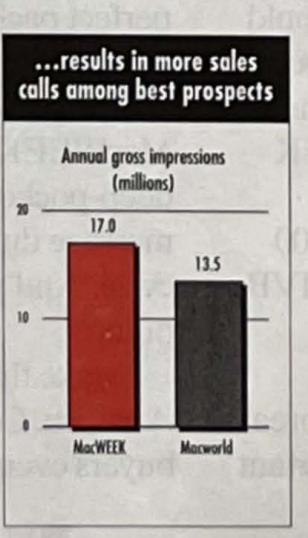



6% of Mac sites buy the majority of products
74% of business Macs are installed in 6% of Mac sites
Source: 1989 Comtec Study
Base: 8,000 non-farm, non-residential sites







MacWEEK

If you're not buying weekly, you're buying weakly.

Graphics cards

From previous page

As for speed comparisons in one- and eight-bit modes, we could not detect a great deal of difference among these cards. The ColorBoard 264 seemed to be a bit faster at some things but not enough to be very noticeable in day-to-day work.

Conclusions. All three of these graphics cards are good, solid products, but none presents itself as the clear winner in all situations. The Apple Display Card 8•24 offers the most-flexible support for Apple monitors but is not the price or performance leader. The RasterOps ColorBoard 264 has the lowest price of the three graphics cards and offered the best performance in one- and eight-bit color modes. The 264 would be a good choice for those who use 24-bit mode relatively infrequently.

The SuperMac Color Card/24 with the Graphics Accelerator included extra software features, such as a virtual screen, and was by far the fastest card in 32-bit mode with the addition of the accelerator. If you can take advantage of SuperMac's trade-in program, the Color Card/24-Graphics Accelerator combination is competitively priced with the Apple and RasterOps cards and is the choice for heavy users of true color (at least until Apple's accelerated card comes out). □

Mary Westland is a graphic artist, trainer and writer working in Southborough, Mass.

Product Info

APPLE
Display Card 8•24: $899
Display Card 8•24 GC: Price has not yet been set
Display Card 4•8: $648
Display Card VRAM Kit: $349
20525 Mariani Ave., Cupertino, Calif. 95014; (408) 996-1010

RASTEROPS CORP.
ColorBoard 264: $745
Video Expander: $395
2500 Walsh Ave., Santa Clara, Calif. 95051; (408) 562-4200

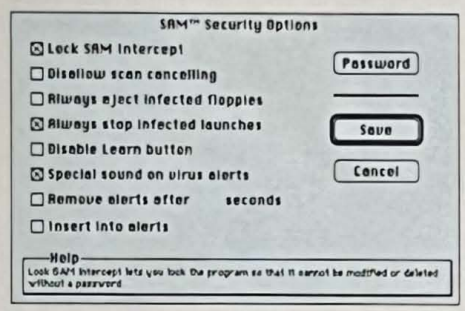
SUPERMAC TECHNOLOGY
Color Card/24: $899
Graphics Accelerator: $499
card and accelerator bundle: $1,299
485 Potrero Ave., Sunnyvale, Calif. 94086; (408) 245-2202

Virus fighters

From previous page

to update SAM Intercept and any other copies of Virus Clinic so they can detect new viruses. While Virus Clinic can repair infected files, Symantec has always recommended that you replace the file with a clean, original copy if possible. This is good advice.

A helping hand. Technical support for virus utilities is more important than for most other types of utilities. Both Symantec and Microseeds have excellent technical-support departments that can be accessed by phone or modem. They also provide support through on-line services, such as CompuServe. Although it is the smaller company, we found Microseeds' on-line support to be superior. The representatives frequently respond to questions within hours.



Symantec's SAM Intercept Control Panel device contains configuration options that make it well-suited to corporate networks with anti-virus standards.

When you've got a virus problem on your network, it is preferable to have someone answer your phone call than to have to leave a message on some voice-mail system. Microseeds answered the phone within several rings each time we called, even when we arranged to have several people call simultaneously. Both companies gave correct answers to complex virus questions, although Symantec took several hours to get back to us.

Both companies seem speedy in their response to new viruses. Although we didn't set out to test them on this, Symantec beat Microseeds by one day in coming out with a patch to deal with the Garfield virus.

Through add-in modules, Microseeds updates Rival to allow it to detect and repair infected files. New modules are available free on on-line services for downloading. If you don't want to go on-line, Microseeds charges $50 to mail you the next six updates as soon as they are issued. This service is free to user groups.

Symantec sends mailings about new viruses to registered users and has a telephone hot line with instructions on how to update SAM. If you follow these instructions, which involve typing in a lengthy code, SAM Intercept will detect new viruses, but SAM Virus Clinic cannot remove them. Update disks that allow Virus Clinic to remove viruses cost $15 each to regular users and are sent automatically to site licensees.

User update information also is posted on each company's bulletin-board system.

Documentation. Although Rival comes with a 31-page manual that completely explains how to use the program, excellent on-line help can be accessed at any time. This documentation covers each aspect of Rival, even down to examples of warning sounds, and there is a useful troubleshooting section. In everyday use, Rival's on-line help is better than the manual.

Symantec takes a different tack by providing an extensive manual that carefully explains each aspect of both SAM Intercept and SAM Virus Clinic and describes how to use them in a variety of situations, including networked offices. Considering the number of options available, this large manual is essential. It is easy to follow and offers a useful Getting Started tutorial and a large troubleshooting section.

Conclusions. Both Rival and SAM 2.02 are fully capable of dealing with current and future viruses. Microseeds' Rival is faster and easier to use than the SAM combination. Rival is almost completely transparent in normal use, and it repairs files without requiring a separate application. It is also easier to update for new viruses.

However, unlike Rival, SAM 2.02 can be configured to handle almost any situation, and the protection settings can be locked against tampering. SAM Virus Clinic's capability to modify applications to resist virus infection is a unique layer of virus protection that will be helpful in situations where viruses are common.

We feel that SAM will fit better into an institutional anti-virus program in which settings control is most important. Rival is the better choice for those who need speed and convenience.

Microseeds Publishing Inc. is located at 7030-B W. Hillsborough Ave., Tampa, Fla. 33634; (813) 882-8635.

Symantec Corp. is located at 10201 Torre Ave., Cupertino, Calif. 95014; (408) 253-9600; (800) 228-4122. □

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Unbreakable password protection for the Macintosh

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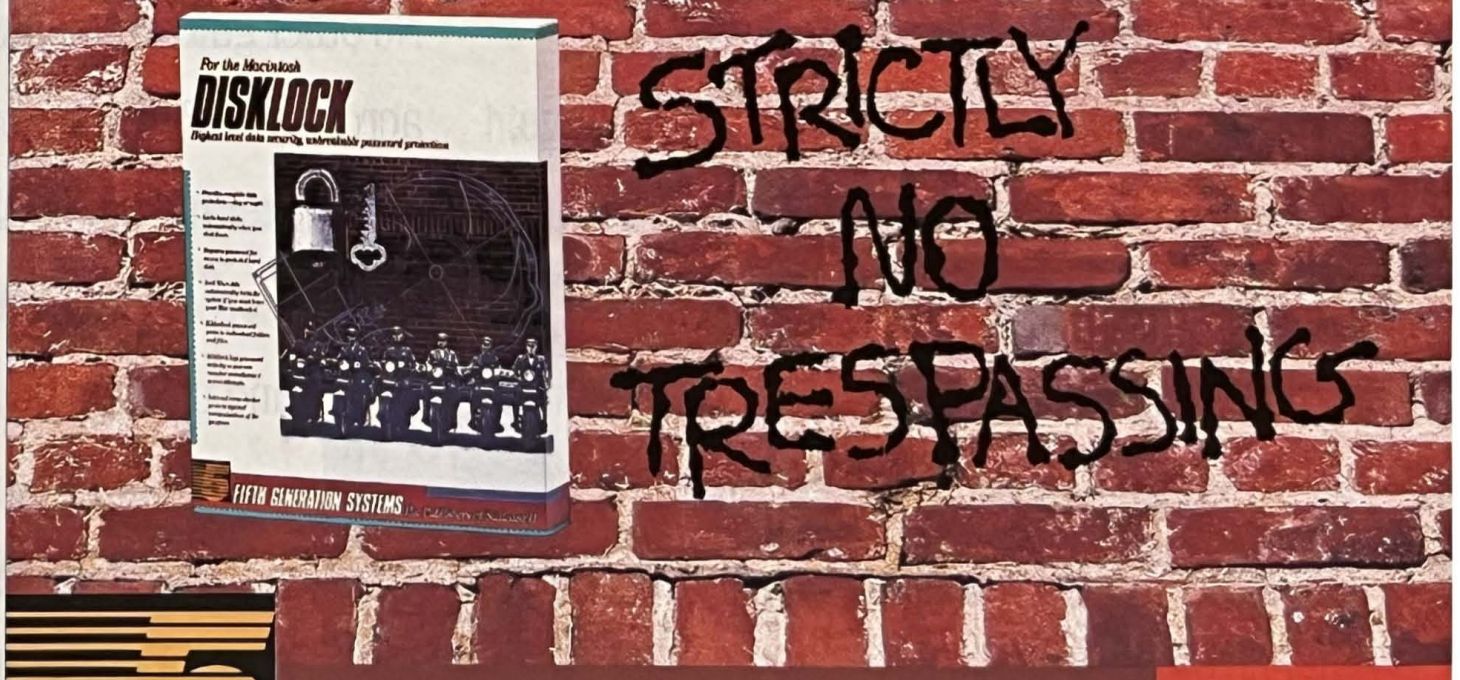
If **DiskLock's** automatic virus checker detects an infection when you log in to a file, it notifies you and stops running immediately.



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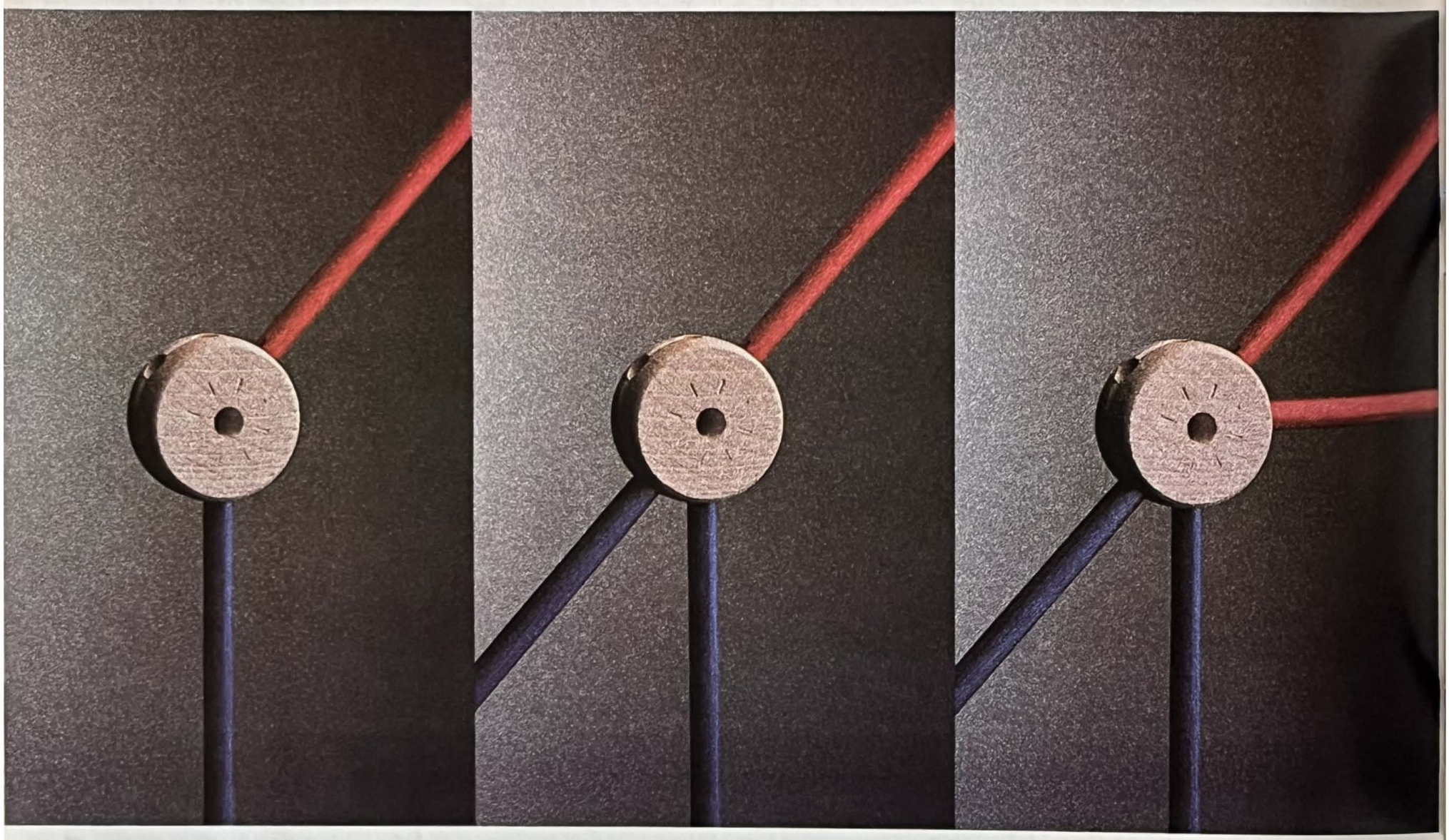
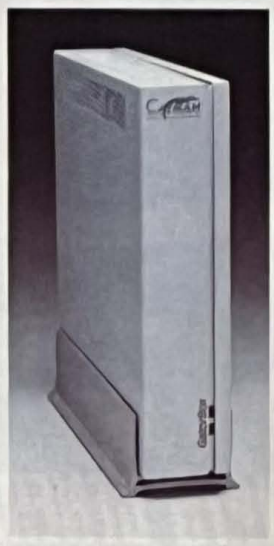


Choose an ordinary AppleTalk gateway and you better hope that your Macintosh network never grows or changes.

Choose ours and you'll welcome change. Because unlike other gateways, ours has the capacity to expand built right in.

For connecting AppleTalk networks with enterprise-wide Ethernet, the GatorBox® boasts a number of features that no other gateway has.

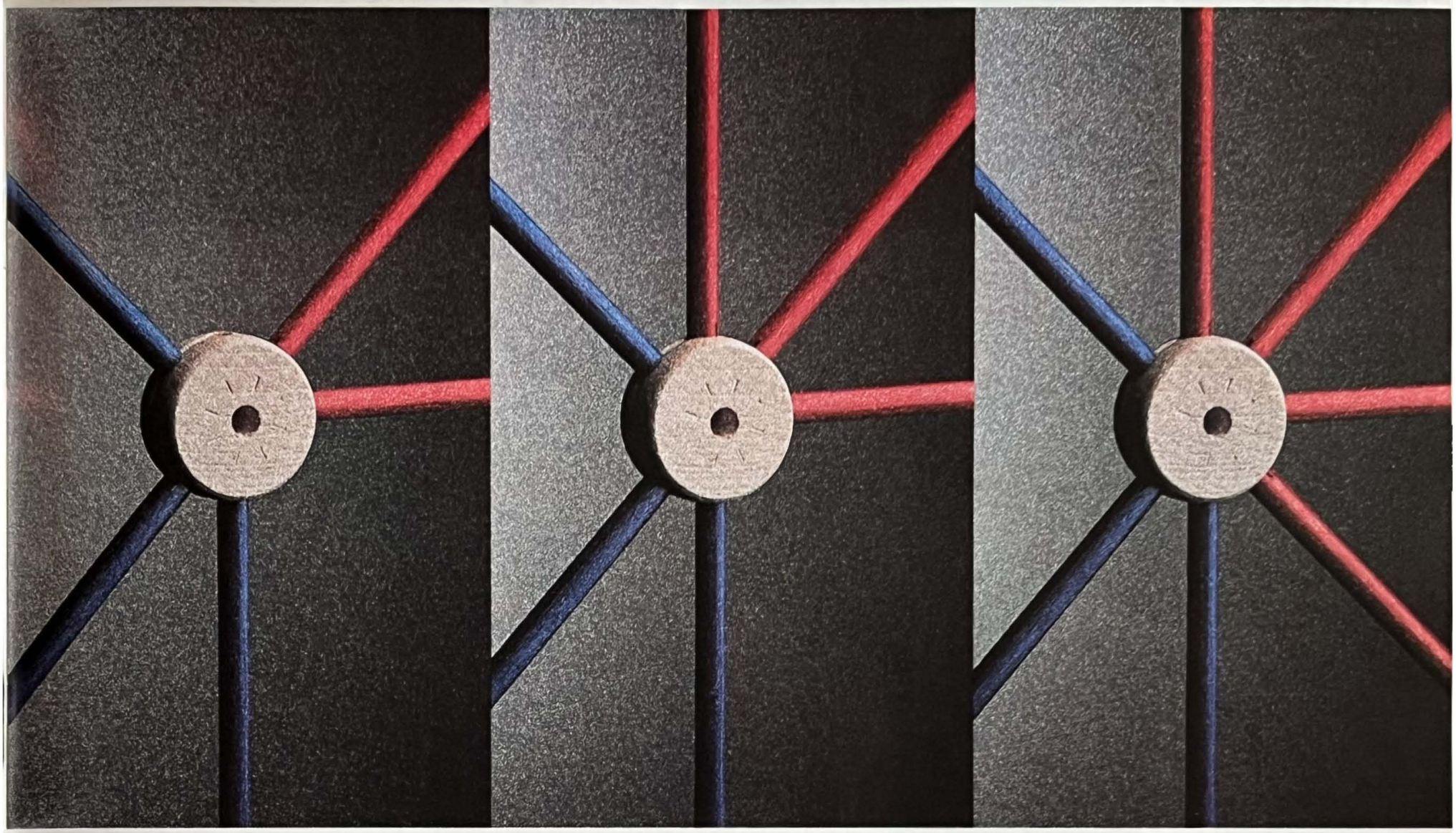
Tunneling, for one. Which lets you connect Macintosh networks over a wide area Ethernet backbone that doesn't use AppleTalk. No other gateway tunnels AppleTalk Phase 2 across a TCP/IP backbone.



Filtering, for another. Which gives you more control over what zones, devices and printers your Macintosh users see.

What's more, the GatorBox is the *only* gateway that runs optional software for Macintosh-Unix connectivity—GatorShare™ for file sharing and GatorPrint™

makes adding options this easy.



for printing—without having to install additional (and expensive) software on all your computers. Nor is it necessary to reconfigure your Unix system with AppleTalk software.

Consider, too, that the GatorBox has more memory and a faster processor than any competing AppleTalk gateway.

And when it comes to support, Cayman is without equal. No one comes close to having our experience at connecting AppleTalk to open networks. No service team is more responsive. And our hardware comes with a one-year warranty—overnight replacement guaranteed.

So, if you want to make sure that you have as many options as possible in the future, you really have only one option now.

Choose the GatorBox.

For more information about the GatorBox, call **617-494-1999** today. Or write, Cayman Systems, 26 Landsdowne Street, Cambridge, MA 02139.

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REVIEWS

New MacDraft draws a bead on MacDraw II

MacDraft 2.0

Innovative Data Design Inc.
List price: $299; plotter driver: $129; Graphics 1 symbol library: $69; Graphics 2 symbol library: $39; Architecture symbol library: $99

+ Flexible and easily controlled menus and palettes; PictScript for copying images to other applications and still printing with PostScript quality; full color support and gray-intensity printing; smooth freehand, Bezier and spline curves.

− No spelling checker or slide support; no associative dimensioning or extensibility; plotting not built-in.

By Phillip Robinson

At last, a new MacDraft! It's been three years since the last update, Version 1.2B. Back then, MacDraft was one of the leaders in Macintosh engineering, offering more precision and power than the original, overworked MacDraw. But its developer, Innovative Data Design Inc., let MacDraft languish, instead offering the more potent, more expensive Dreams.

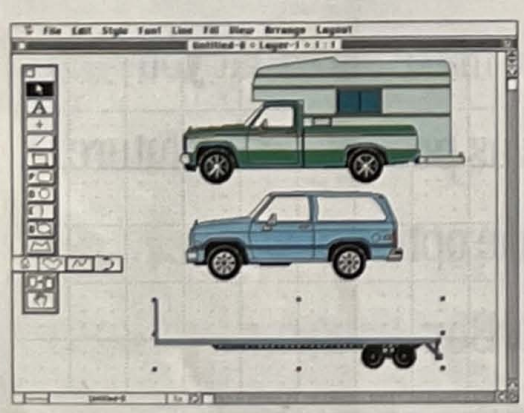
The $500 Dreams has many features that MacDraft lacks, including associative dimensioning, fillet and trim commands, and a large selection of fills, line styles and drawing-command options. Higher up the ladder, dedicated drafting programs have calculation commands, programming languages, keyboard-numeric coordinate entry, database export and other sophisticated features that you won't find in MacDraw II, MacDraft or Dreams.

With new features but the same old interface, MacDraft 2.0 is aimed right at the MacDraw II market: technical illustrators and business presenters who don't want the confusion of features that comes with a true drafting-and-design program.

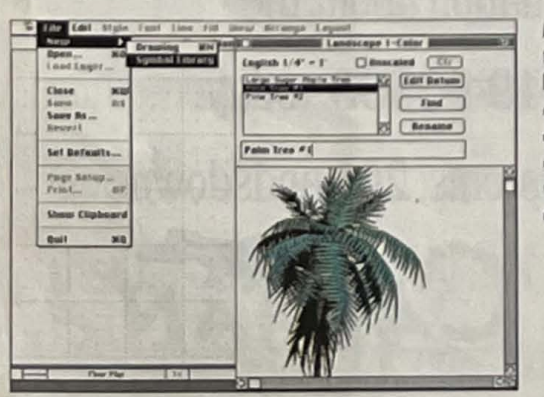
Drawing features. If you've seen MacDraw II, you'll be comfortable with MacDraft; the menus and icons are very similar. There are a few more basic drawing icons in the MacDraft 2.0 tool palette, though, such as Bezier curves and splines, and each icon has its own pull-out icon menu with other drawing options, such as circles drawn by diameter, radius or three circumference points.

MacDraft handles text in the standard Mac fashion but adds the option to hide text throughout the displayed drawing. Hiding objects improves performance, and similar commands for hiding line styles and fills are also available. Two MacDraw text-handling features that MacDraft lacks are style menus and a spelling checker.

See MacDraft, Page 84



MacDraft 2.0 uses a tool palette that will be familiar to users of MacDraw. But MacDraft 2.0 has pull-out modifiers for all the tools in its palette, such as the options for Bezier, spline and freehand curves shown in this example.



Many of MacDraft's features, such as its symbol library, are contained in easily understood graphical windows that remain on-screen while you work, unlike MacDraw's dialog boxes.

Reviews in Brief: PLUS 2.0 • VIDEOPAINT

Plus 2.0

The HyperCard-compatible Plus is shipping — again. But few, if any, new features have been added to Spinnaker Software Corp.'s latest release. Instead, it appears that all the company's efforts have been spent fixing the numerous bugs in previous versions.

The $199.95 Plus 2.0 offers support for color on cards, non-modal script editing, styled text in fields and draw graphics. A number of other features round out the package and make Plus a significant advance beyond the current HyperCard model. Perhaps the greatest draw for many HyperCard developers, however, will be the versions for Windows 3.0 and OS/2 Presentation Manager coming later this year. HyperCard stacks could then be converted to Windows through Plus.

In our review of Plus 1.11 (see MacWEEK, Oct. 17, 1989), we faulted the program for a number of bugs that had persisted through two previous versions. Testing of Version 2.0 showed that all the bugs we mentioned, as well as a number of others, have been squashed.

We did find new problems with converted stacks reporting "out of memory" errors because of corrupted cards. Reconverting the stacks fixed those errors. In general, we found that Plus 2.0's error reporting was less helpful than it could be.

Plus 2.0 suffers from some questionable design and user-interface decisions. For example, Plus' combined tool palette and message box is a fixed width across the screen. As you switch between different tools, the palette changes size, sometimes severely limiting the number of characters you can type into the message box. Plus also overuses hierarchical menus, especially on the Objects menu.

We are still uncomfortable with the new object classes Plus adds to the HyperCard model. The addition of word processing fields to hold styled text, as opposed to allowing standard fields to hold styled text, seems wrong-headed. The separate database fields also don't add much that couldn't be achieved through a subclass of existing field types. The proliferation of different tools and ways of referring to these objects makes scripting in Plus more difficult than it needs to be.

At present, Plus offers some benefits over HyperCard. It also has some features not found in Silicon Beach Software Inc.'s SuperCard, such as a unified environment for creating and running stacks and speed. However, while Plus 2.0 is a more stable version of what we had before, we're less forgiving of its interface problems and complexity in the face of improving competition. New releases of these packages are due soon that will remove many of Plus' advantages.

Spinnaker Software Corp. is located at 1 Kendall Square, Cambridge, Mass. 02139; (617) 494-1220.
— By Steve Michel.

VideoPaint

VideoPaint from Olduvai Corp. is a $495 eight-bit color paint program authored by GM Technologie of Paris. An earlier version, GraphistPaint, was briefly distributed by Aba Software Inc. of Frazer, Pa., but it made little impression on the U.S. market.

VideoPaint adds some powerful new features to GraphistPaint, but unfortunately it shares its predeces-

See Reviews in Brief, Page 85

Marco Polo: Flexible but buggy searching

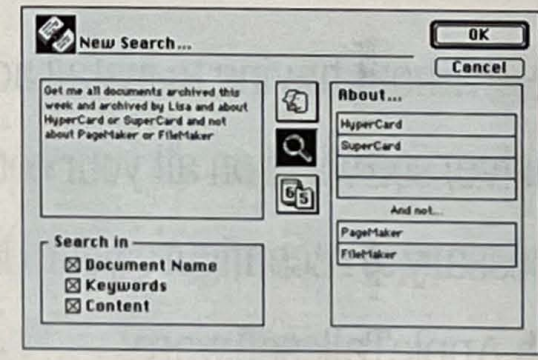
By Steve Michel

Marco Polo from Mainstay is a single-user or group application for archiving documents by having users "print" to a special Chooser device. The resulting document images can be displayed on-screen, and their textual content can be queried with a sophisticated search engine.

Document central. Marco Polo stores all archived material in a Document Center, which is simply a set of folders and files on a user's hard disk or a shared server volume. When you select the Archiver icon in the Chooser and print, Marco Polo puts a QuickDraw image file of your document into the Document Center. By using the printed image of a document as its basic storage format, Marco Polo preserves the page formatting of the original in much the same way as Solutions Inc.'s SuperGlue and Apple's AppleLink LinkSaver.

The program allows you to control which other users, or groups, will be able to access archived documents.

Looking for meaning. Searching for specific text in a Document Center is both powerful and fast. A graphical query maker lets you construct search statements such as "Give me all documents archived by Lisa this week that contain HyperCard or SuperCard but not FileMaker or PageMaker." You can save frequently used search statements, group searches together and share them among users like a macro.



One of the most intriguing and innovative parts of Marco Polo is the dialog box in which you construct queries. A user can point and click through the process or type in the query directly.

The result of a successful search is a list of documents; double-clicking on one of these documents displays it in one of several viewing sizes.

What you're left with. Documents archived in Marco Polo are, for all practical purposes, read-only. You cannot change the text or pictures, and text copied from a document image is reduced to primitive text (no formatting is copied, and a return is placed at the end of every line). When you archive something, you should be done with it.

You can retain some flexibility by attaching a document to its Marco Polo image file. However, we found two serious problems with this feature. First, Marco Polo was consistently unable to open attached documents in applications already open under MultiFinder. If Microsoft Word, for example, was open, and we tried to open an attached Word document, the document

See Marco Polo, Page 85

Marco Polo

Mainstay
List price: $295 for a single user; $495 for two users; $995 for five.

+ Allows flexible, fast searching of archived files; retains formatting.

− Data can be easily lost in normal use; archived files are essentially read-only; uses storage space inefficiently.

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99. Other Businesses & Services (please specify) _____

2 Your Professional Title:

(Select one only.) Write Answer Here ➡ ☐

A. Chairman/President/Owner/Partner
B. VP/Controller/Treasurer
C. General Manager/Director
D. Micro Manager/Specialist/Coordinator
E. Project Manager
F. Art Director/Graphic Designer/ Artist/Illustrator
G. Manager/Supervisor (not listed above)
H. Architect/Engineer
I. Systems Analyst/Programmer
J. Consultant/Advisor
K. Scientist
L. Educator
M. Editor/Writer
N. Professional (Doctor,Lawyer, etc.)
O. Accountant
P. Representative
Z. Other (please specify) _____

3 Your department/function at this location:

(Select one only.) Write Answer Here ➡ ☐

A. Engineering/Systems Engineering
B. Research & Development
C. Communications/Publishing/Public Relations
D. Art/Creative Design
E. MIS/DP/Information Systems
F. Manufacturing/Operations/Production
G. Sales/Marketing
H. Administration/Management/Personnel
I. Accounting/Finance
J. Education/Training
K. Science
L. Consulting
Z. Other (please specify) _____

4 Are there Macintoshes or other PCs listed below owned and/or planned for purchase within 1 year at this location?

☐ Yes ☐ No (Write in accurate quantity for all that apply):

		Currently Owned (Quantity)	Plan to Buy (0-12 Months) (Quantity)
Macintosh IIfx	1		
Macintosh IIcx/Macintosh IIx	2		
Macintosh IIci	3		
Macintosh II	4		
Macintosh SE/30	5		
Macintosh SE	6		
Macintosh Portable	7		
Macintosh Plus	8		
Macintosh (Other)	9		
IBM/Compatible Micro	10		
Workstation (e.g. Apollo, Sun)	11		

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5 If your firm's primary business at this location is retailing, reselling or consulting, how many Macintoshes are sold per year?

(Answer one only.)
A. Retailer: sold per year _____ (specify quantity)
B. Reseller: resold per year _____ (specify quantity)
C. Consultant: purchased by your clients through your firm's recommendations per year _____ (specify quantity)
☐ D. Not Applicable

6 Please check the Mainframe(s) or Minicomputer(s) at your location:

(Check all that apply.)
☐ 01. VAX ☐ 02. IBM ☐ 03. Other ☐ 09. None

7 Do you purchase, recommend, specify or approve any of the Macintosh/Compatible products listed below?

☐ Yes (If yes, please check all that apply): ☐ No

Computers
☐ 01. Macintoshes
☐ 02. Workstations
☐ 03. Minis, Mainframes

Connectivity
☐ 10. Local Area Networks
☐ 11. Modems
☐ 12. Micro/Mini/Mainframe Links
☐ 13. Communications Software

Peripheral Equipment
☐ 20. Laser Printers
☐ 21. Color Printers
☐ 22. Color Monitors
☐ 23. Hard Disks
☐ 24. Backup Systems
☐ 25. Plotter, Charting Devices
☐ 26. Scanners

Add-in Boards
☐ 40. Memory Boards
☐ 41. Graphic Boards
☐ 42. MS DOS Boards
☐ 43. Ethernet Boards

Software
☐ 50. CAD/CAM
☐ 51. Graphics
☐ 52. Desktop Publishing
☐ 53. Desktop Presentation
☐ 54. Database
☐ 55. Programming
☐ 56. Accounting, Payroll
☐ 57. Spreadsheets
☐ 58. Music
☐ 59. Project Management
☐ 60. Word Processing
☐ 61. Utilities

8 If you help purchase, specify, recommend or approve Macintosh Computers, software or peripherals, for how many MACs do you have this involvement over the course of one year?

(Select one only.) Write Answer Here ➡ ☐

01. 500+
02. 100-499
03. 50-99
04. 20-49
05. 10-19
06. 4-9
07. 1-3
09. None

9 Please indicate the communications capabilities that the Macintoshes at your location have:

(Check all that apply.)
☐ 01. Local Area Network
☐ 02. Communicate with corporate workstations, mini or mainframe computers
☐ 03. Communicate with remote mini or mainframe computers
☐ 04. Communicate via modem
☐ 05. Voice/Data
☐ 09. Other (please specify) _____

10 Indicate how many employees there are in your entire company:

(Select one only.) Write Answer Here ➡ ☐

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11 Indicate an additional individual at this location who might qualify for a FREE subscription to MacWEEK:

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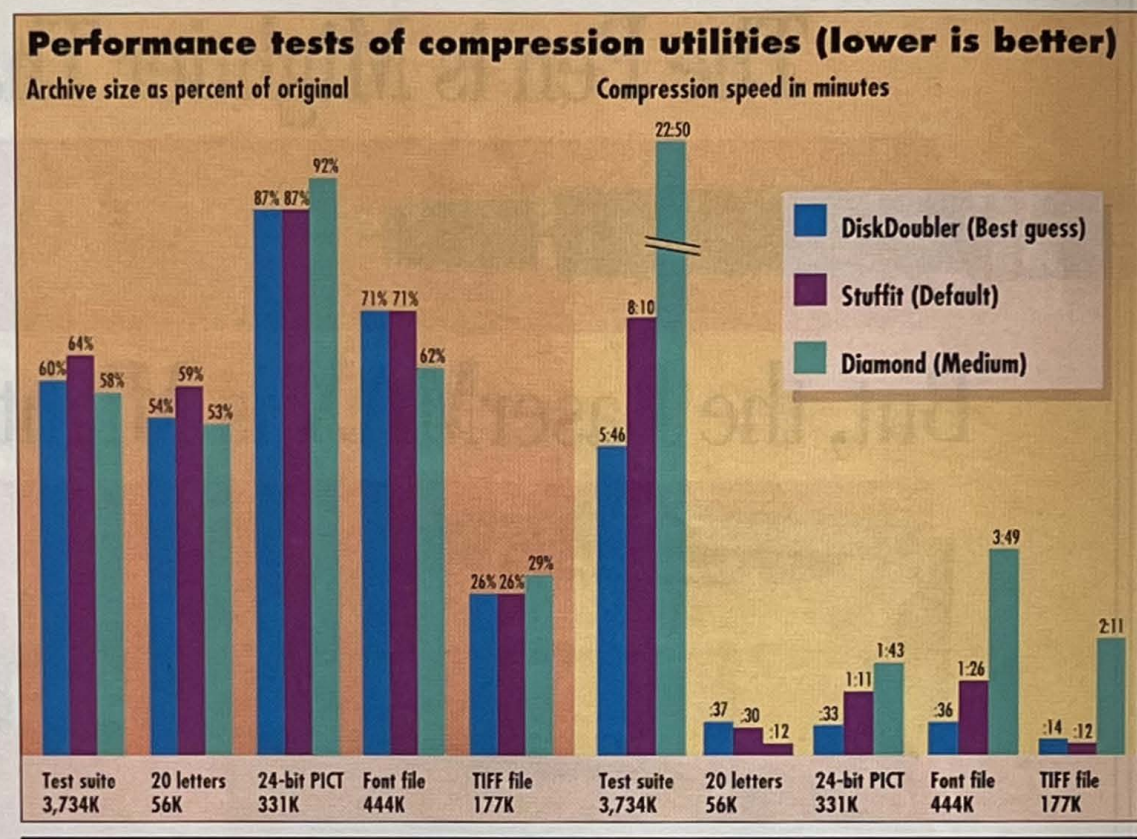
COMPARISONS

New utilities tighten race for compression market



By Loftus E. Becker Jr.

Longtime Mac users have learned that "enough disk space" is an oxymoron because programs and data expand to fill even the largest hard disks. Likewise, the capability to send and receive files by modem can turn into a grievous burden because time is money to the phone company and telecommunications services. Compressing files saves you money by decreasing on-line time and extending your investment in storage devices.

Since its debut, Raymond Lau's StuffIt has been the Mac compression standard, used by thousands and supported by every major Mac on-line service. StuffIt 1.5.1, a shareware program, has just been joined by a commercial version, StuffIt Deluxe from Aladdin Systems Inc. StuffIt "Classic" is reviewed here and will continue to be available.

Meanwhile, two competitors have appeared, claiming improved performance that will dethrone the old champion. Sextant Corp.'s Diamond is a stand-alone program like StuffIt. Salient Software Inc.'s DiskDoubler 2.02 comes with both an application and a clever Startup document (INIT) that adds a menu to the Finder with which you can compress and decompress files on the desktop.

After putting all three programs through their paces, we concluded that there's no clear winner. The uses for file compression are so varied that it's hard for one program to be the best for all seasons. In several months of use, however, we most often turned to DiskDoubler because of its simplicity.

How big are you now? Comparing the compression efficiency of different programs is a difficult task. Different compression algorithms work better for some files and worse for others, and no single program produced the smallest archives in all cases. In fact, some files that are normally compressed by the program that creates them were larger after compression than before.

Both DiskDoubler and Diamond offer three compression methods, each of which entails a trade-off between efficiency and speed. StuffIt offers two choices, but nearly everyone uses the default, which produces the smallest archives.

When using its Smallest method, DiskDoubler was the overall compression champion, offering average

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StuffIt 1.5.1 can unpack files archived with older programs and encode or decode BinHex.

In summary: Compression utilities

We looked at three offerings in the recently active area of file-compression utilities: the classic $25 StuffIt 1.5.1 from Aladdin Systems Inc., the $125 Diamond from Sextant Corp. and the $59.95 DiskDoubler 2.02 from Salient Software Inc.

Though all were roughly comparable in compression size and speed, the newer programs performed better than StuffIt on average. The real contest was in features and true utility, and each product had several points in its favor.

StuffIt looked pretty good, thanks to its rich feature set, low shareware price and history as the Mac standard; you'll want to keep a copy around. Diamond had the best overall space savings and amazingly fast decompression speeds, but its slow compression times and lack of a freely distributable expansion-only version makes it a secondary choice.

DiskDoubler was the better of the new compression utilities. During testing, we found its unique capability to compress and decompress files on the desktop a pleasure to use. But we also found that on-the-fly decompression from within applications could cause some problems. For saving space on a hard disk, it was a clear winner; for transferring files to others, we felt it worked best alongside StuffIt.

REVIEWS

Spyglass series finds patterns in scientific data

Spyglass series

Spyglass Inc.
List price: Transform $395; View $395

+ Excellent visualization tools for 2-D data; Transform presents numerical data as color raster images; View contains powerful color editor and animation capabilities.

− Does not support 24-bit color; products seem needlessly divided into modules.

By Linda Custer

Maybe you've seen a sonogram of a baby or futuristic-looking pictures of the earth's radiant heat beamed back by satellite. The pictures immediately communicated to you what was happening physically: Whiter shades represented the baby, and darker shades were water surrounding it; red shades meant hotter areas, while bluer shades were cooler.

Such computer-generated pictures may seem simple, but thousands of data points have to be collected and processed to make the final product. At each point, measurements are translated into one of hundreds or thousands of colors in a way that makes sense and highlights important relationships. Furthermore, slight changes in the translation algorithm can substantially affect image clarity.

Spyglass Inc. has announced a series of programs called Transform, View, Format and Dicer that can perform these kinds of translations on any Mac equipped to display 256 colors. With these programs, data can be collected in rows and columns of floating-point numbers and instantly visualized on-screen in unique ways. Here we review Transform and View, the only modules currently shipping.

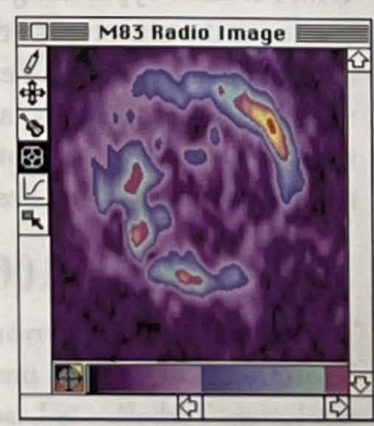
Transform. Spyglass' Transform allows you to import data, perform mathematical transformations on the data if desired, generate an image and apply predefined color tables to the image.

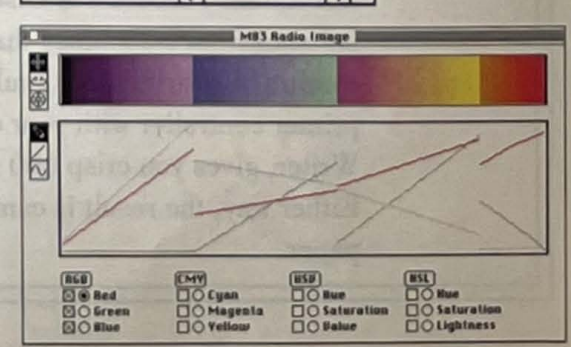
Transform provides several methods of data input. For Excel-format data, a macro is supplied that will turn a spreadsheet document into an importable text file. Transform also supplies Fortran and C library code, so other applications can be modified to write Spyglass-readable files. Finally, data in a text format in which values are separated by spaces, tabs or carriage returns can be read or pasted in directly.

Once data has been imported, Transform lets you view and edit individual values through a spreadsheetlike editor. You can also perform fairly sophisticated mathematical transformations on all the data by typing a transformation formula into the Notebook window (a part of every Spyglass file that lets you enter text to describe your data set).

Next, you generate a color raster image of the data. With one menu command, Transform automatically calculates the minimum and maximum values of your data and determines which floating-point values should correspond with which col-

See Spyglass, Page 76





This Spyglass View image (left) is the result of the color mapping shown in the color editor (bottom). Popular color models, including RGB, CMY, HSB and HSL, are supported.

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Compression

From Page 72

archive sizes almost 10 percent smaller than StuffIt. Its Best Guess method was about 5 percent better overall, and Fastest generally produced archives the same size as StuffIt's. Diamond showed only a small variation in size among its methods, averaging about 9 percent better than StuffIt.

Your disk isn't getting smaller. There is a more subtle aspect to size comparisons if you're concerned with disk space rather than on-line time. Hard disks are divided into blocks that range in size from 1 Kbyte to 4 Kbytes or more. Even a 1-byte file will take up an entire block on disk, so a few large files occupy less space than many smaller ones.

Both StuffIt and Diamond can compress multiple files into a single archive, but DiskDoubler preserves each file as a separate entity. Thus, a 56-Kbyte folder containing 20 short letters occupied 46 Kbytes on our hard disk after DiskDoubler compression, even though the actual length of all the archives combined was only 30 Kbytes. StuffIt and Diamond each compressed all 20 letters into single archives taking up 34 Kbytes and 30 Kbytes, respectively. As the size of individual files increases, the effect of block size becomes insignificant.

Time's awasting. File compression makes heavy demands on the processor and disk drive, so performance will vary with your hardware. We found that DiskDoubler was the fastest at compressing, with StuffIt close behind. Diamond, while blindingly fast at expanding files, was a sluggard at compression.

In practice, DiskDoubler is even better than our benchmarks indicate. Both StuffIt and Diamond require you to launch an application and create and name a new archive before you select files for compression. DiskDoubler compresses and expands files directly from the desktop, which is a much faster process.

Ease of use and reliability. None of the programs we reviewed is difficult to use, but DiskDoubler is easiest in day-to-day operation. From the Finder, you just select a file or folder and choose the appropriate menu item — that's it. Neither Diamond nor StuffIt is hard to use, but both applications require many more steps.

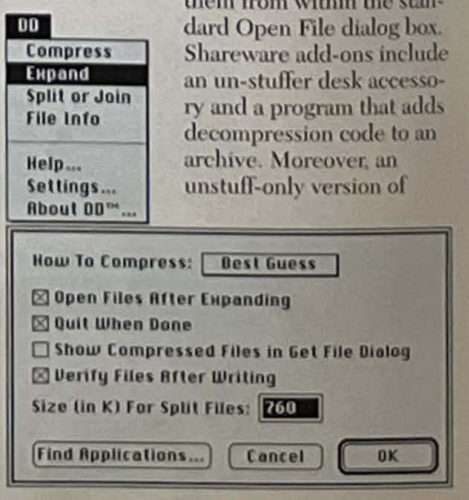
Diamond lets you compress individual files, individual folders or an entire disk. StuffIt lets you combine individual files or folders from several locations into one archive, something you can do with the other programs only by gathering the files together into a single folder.

DiskDoubler always deletes the original file when compressing or expanding; Diamond and StuffIt can do this if you choose. This feature helps maximize disk space, because you don't retain both versions of a file, but it raises some concerns about archive reliability. Both Diamond and DiskDoubler retain the original file until the alternate has been written to disk and verified. We literally pulled the plug in the middle of compression and decompression and never lost the original files. All three programs are highly reliable.

Bells, whistles and gotchas. All three programs will segment and join files, so you can archive large files onto multiple floppy disks. In addition, StuffIt includes a number of unique options that we found useful. If an archive contains several files, StuffIt can extract just a few. It can unpack files compressed with the old PackIt utility. You can password protect a compressed file and encrypt it for additional security.

StuffIt can also create or decode BinHex-format files, which is useful if you're exchanging Mac files via other types of computers. However, StuffIt contains a less-than-complete implementation of BinHex, which sometimes chokes on files created with early versions of that program. Also, StuffIt can't decompress DiskDoubler or Diamond archives.

Thanks to its longstanding popularity and Ray Lau's prolific programming, StuffIt boasts supplemental utilities that add to its versatility. Aladdin's Shortcut utility (see MacWEEK, April 10) can search for individual files in StuffIt archives and decompress them from within the standard Open File dialog box. Shareware add-ons include an un-stuffer desk accessory and a program that adds decompression code to an archive. Moreover, an unstuff-only version of



DiskDoubler 2.02 allows you to compress or decompress files with a simple click and menu selection from the Finder.

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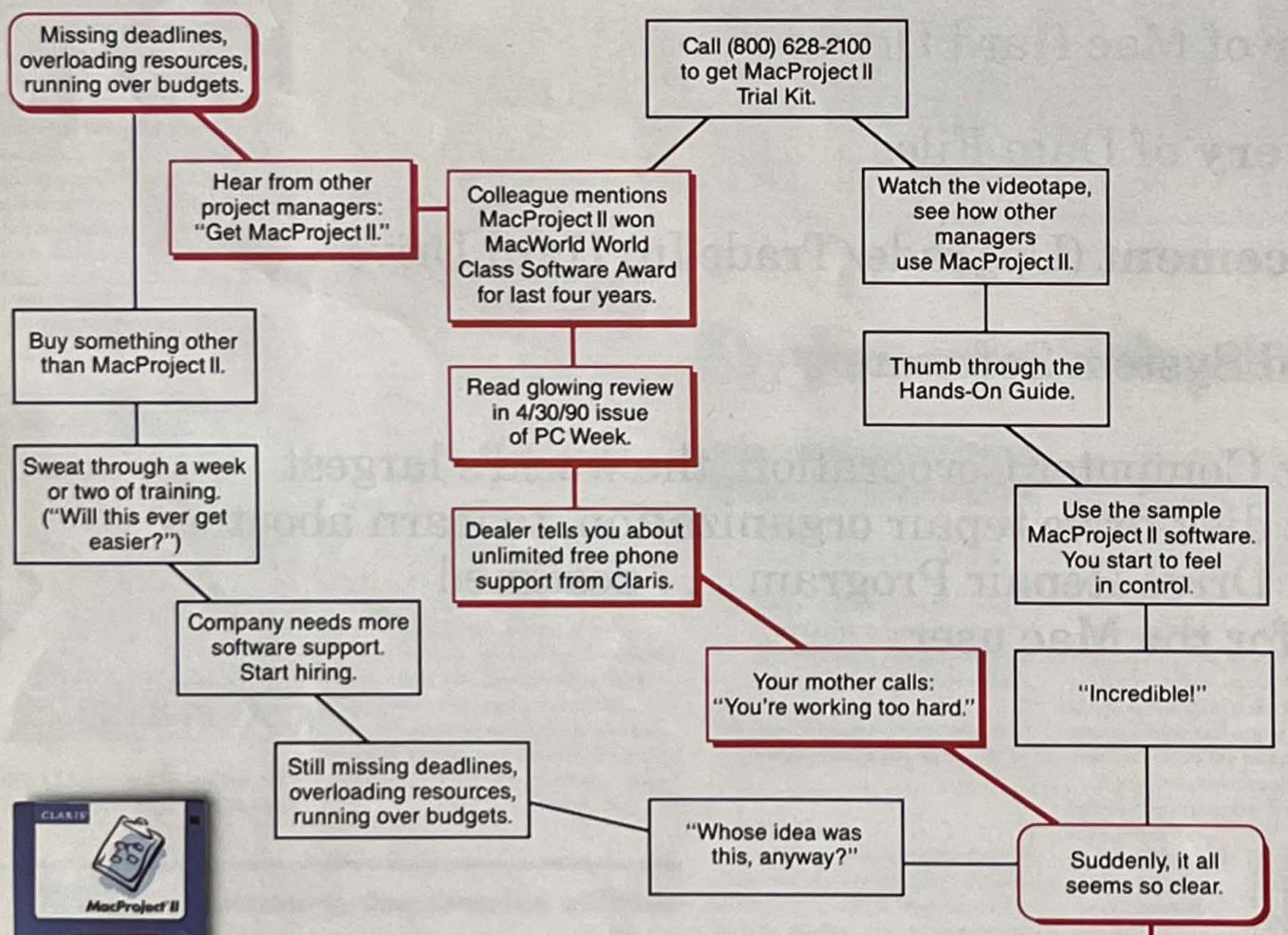
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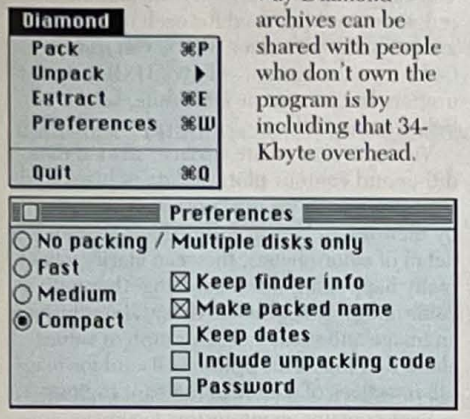
StuffIt is distributed for free by on-line services and user groups.

Diamond can encrypt and password protect its files, and it can also decompress an entire archive or just selected files. It can include decompression code with an archive, so you can exchange compressed files with anyone owning a Mac, but this additional code is a hefty 34 Kbytes. Diamond can't expand files compressed with any other program, and there's no expansion-only version; the only way Diamond archives can be shared with people who don't own the program is by including that 34-Kbyte overhead.



Diamond's archiving options resemble its competitors', but it produces smaller files than the others.

DiskDoubler includes intriguing options, too. If the application is on your disk, it can automatically open compressed files after expansion, so double-clicking an archive expands it and launches the appropriate application. This feature won't work if the owning application is itself compressed. You can also choose to see compressed files in a program's Open File dialog box, and if you choose one, it will expand on the fly. (If you want to compress it again when you're done, you'll have to do so by hand.)

These two features make it feasible to keep a large portion of your hard disk in compressed form, but if you do, you won't be able to access the archived files with text-search utilities.

DiskDoubler's on-the-fly decompression doesn't work for all applications, and it currently has one design flaw that modem users will find frustrating: When you select a file to be uploaded from within a telecommunications program, DiskDoubler will decompress the file before transmitting it, thus losing all the advantages of compression.

The feature can be temporarily disabled by holding down the Shift key as you launch an application, but users will forget this workaround at least some of the time. And since other utilities use the same strategy, you'll disable those as well. DiskDoubler should let the user configure this feature so it can be disabled automatically for specific applications.

Finally, DiskDoubler can expand archives created both with StuffIt and with PackIt, although it won't easily extract individual files from those archives. The current version doesn't use StuffIt's verification check, so if a StuffIt archive has been corrupted, there's no warning; the contents are simply expanded. There's no way to include decompression code with a DiskDoubler archive, but you can freely distribute a decompress-only version.

Conclusions. StuffIt 1.5.1 is showing its age but holds up remarkably well against the new compression utilities. The $25 shareware price makes it a real bargain. For occasional use, it's probably your best bet, but it doesn't match DiskDoubler's felicity for daily use.

Diamond is the most efficient compressor of some files. Despite its rapid expansion time, however, it's so slow at compression that we'd recommend it only when space is at a real premium. Since it expands only its own files, for most uses it has to be considered a supplemental program; you'll need one of the others to decompress files from most other users.

DiskDoubler is an exciting product. In several months of testing, we found ourselves turning to it more and more because of the way it allows files to be compressed or expanded in the Finder or expanded transparently from within a running application. It provides good, rapid compression and expansion and exceptional convenience. If your primary concern is saving space on your disk, it's the program of choice. However, if you want to share your files through on-line services, you may also need StuffIt, since not all services allow other compression methods. □

Product Info

ALADDIN SYSTEMS INC.
Stuffit 1.5.1: $25 (shareware)
Deer Park Center, Suite 23A-171, Aptos, Calif. 95003; (408) 685-9175

SALIENT SOFTWARE INC.
DiskDoubler 2.02: $59.95
3101 Avalon Court, Palo Alto, Calif. 94306; (415) 852-9567; (800) 326-0092

SEXTANT CORP.
Diamond: $125
3516 27th Parkway, Sarasota, Fla. 34235; (813) 954-5622

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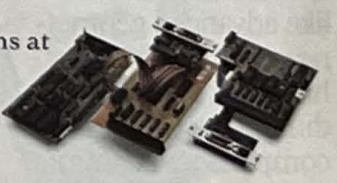

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Spyglass

From Page 72

ors. Transform defaults to choosing a gray-scale color table in which blacker shades represent lower values and whiter shades represent higher values. Different preselected color schemes can be applied by choosing them from the Color Tables menu, and the maximum and minimum range can be altered to reduce the effect of spuriously high or low data.

Usually, you'll want to transform data in a rectangular fashion, with each row and column in the matrix corresponding to a row and column in the image. However, Transform also provides the capability to generate polar graphs in which rectangular data can be transformed into a circular graph. The x and y coordinates are translated into radius and angle coordinates.

Transform also gives you control over rectangle size. You can shrink or magnify the size of the image generated by telling Transform how many pixels to use for each data point. If the resulting image looks too coarse, with too-sharp color boundaries between data points, Transform can use interpolation to blend colors evenly and remove the boundaries.

View. Transform's companion program, Spyglass View, gives you even more control over how color raster images look. View does not have facilities for importing floating-point data, and data can be imported only in specific formats, including Spyglass Transform files and PICT files. Once data is imported, View cannot edit it or operate on it mathematically.

Initially, View displays the same kind of image as Transform; however, View has more capabilities. A pencil tool lets you change any selected color to white to create a kind of banding effect and make data points with a certain value stand out. It also contains a Fiddle tool that alters the color table to enhance or lessen contrast.

View's most powerful tool is its color editor, which lets you choose and manipulate the way values will be translated into colors. You can independently vary the amount of red, green or blue used for each of the 256 gradations of your data, or you can use the CMY (cyan, magenta, yellow), HSB (hue, saturation, brightness) or HSL (hue, saturation, lightness) models.

View can also create surface, shaded data, dither and contour plots of data in black-and-white. While these may not always be useful by themselves because they don't contain the detail of color images, they can clarify what's really happening when used together with a color image. You also can draw a line through an image and create an x, y graph of values along that line. This option is useful for magnifying slices of data in significant regions.

View contains an interesting facility for animating images. Color images can be queued up and animated in a predefined sequence, so experiments can be re-created as they unfold. Animation speed is controlled by the user.

Conclusions. Spyglass Transform and View are data-visualization tools, a product category that is gaining in popularity and importance as color desktop computers proliferate. Complicated sets of 2-D data can be turned into images that quickly indicate what the data means. The products are easy to learn and use; the accompanying manuals are concise and complete.

Transform and View aren't for everyone, however. Scientific data is often one-dimensional. A set of conditions is studied, and the results are plotted on a simple line graph of x vs. y. This kind of data is better handled by standard graphics programs. Nor are Transform and View replacements for the data-visualization tools provided by statistics packages, which can reveal important clues about the nature of data via clustering, grouping and 3-D rotation.

Rather, the kind of color raster imaging performed by the Spyglass series becomes increasingly important as imaging equip-

See Spyglass, Page 82

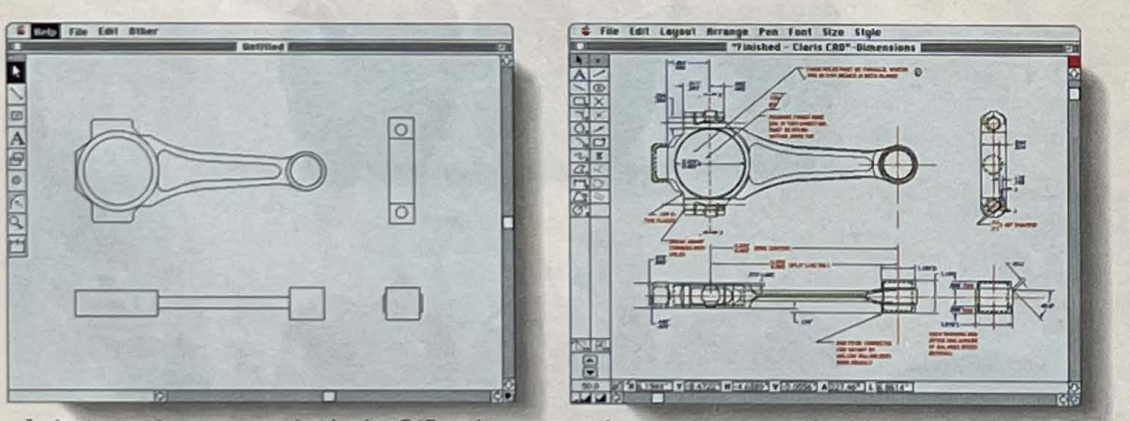
Coming soon: Format, Dicer

The complete Spyglass series of products will include two more programs, expected later this summer. Format, at $195, will read in native Spyglass files and dress them up for professional presentation. Text can be added anywhere as titles, axis labels and annotations. Grids and borders also can be added. The color image table that generated the picture can be displayed for reference. Background colors and graphics can be added, and professional 35mm slides or color plots can be generated from the output.

The $495 Dicer will bring 3-D modeling capabilities to the Spyglass series. It will allow you to slice through data displayed in a cube, render some colors transparent so you can see what's happening underneath and view multiple parallel slices at once.

Spyglass will offer bundles of Transform, View and Format for $795 and all four programs for $1,195.

Why we're the number one draft choice.



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Is your midrange connection turning your Apple into a lemon?

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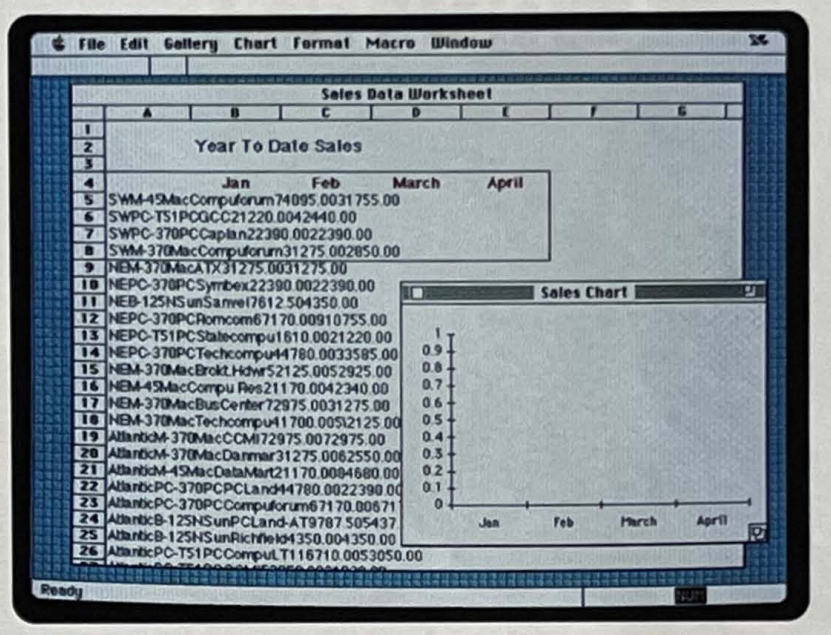
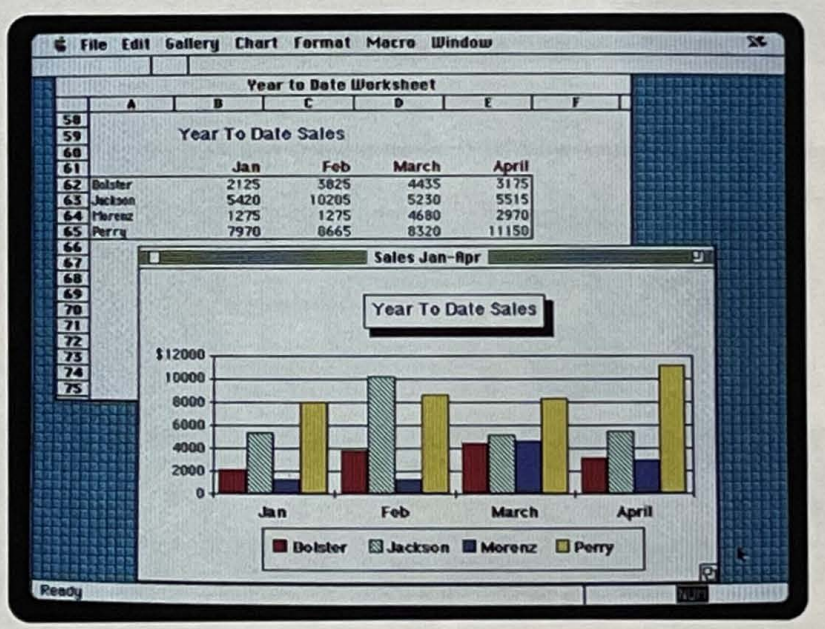
If you like them apples, call **1-800-257-5027** to find out more about IDEAcomm Mac. In Canada call 1-800-446-5280.



Without IDEAcomm Mac, host data is confusing and difficult to use.



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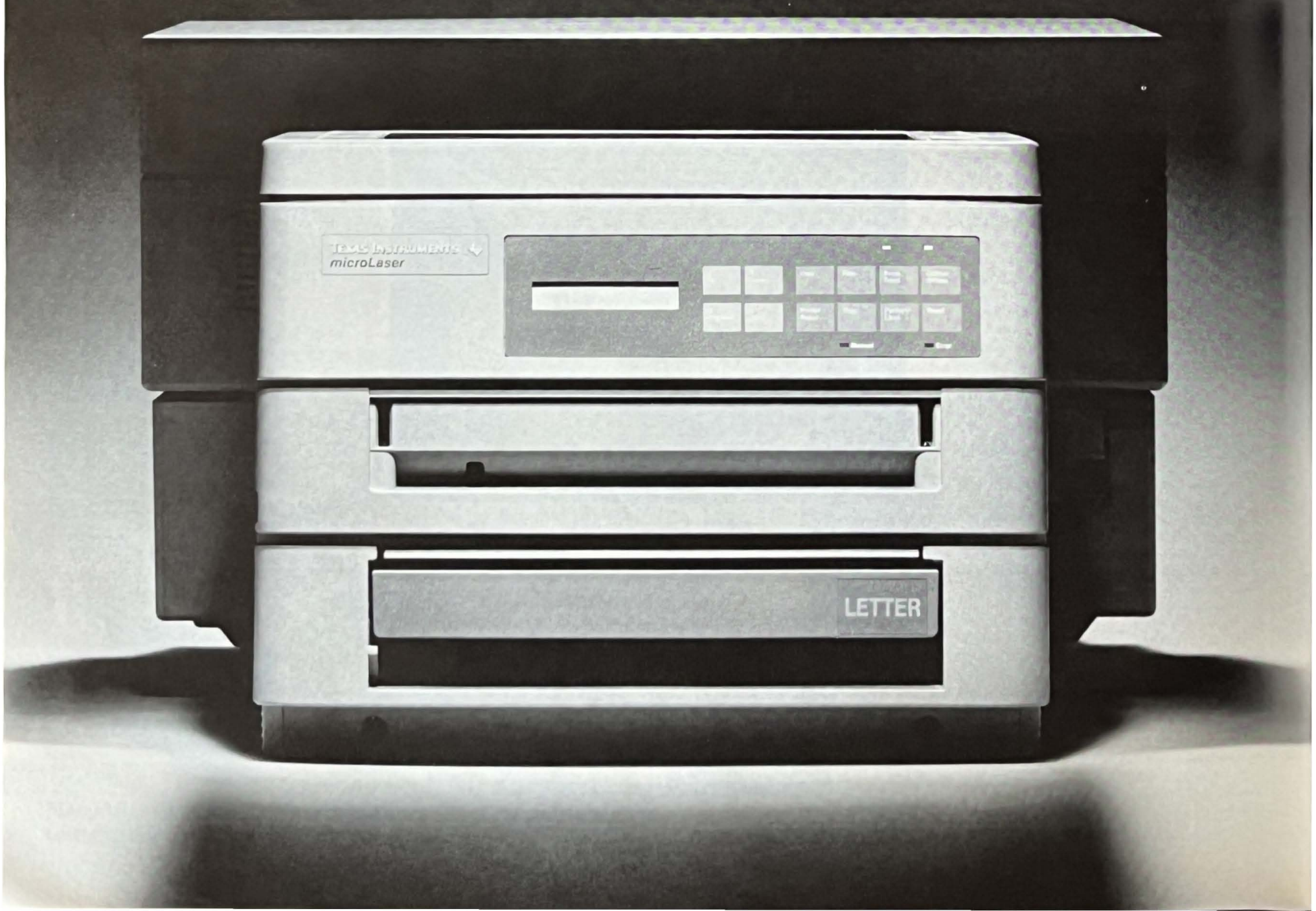

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REVIEWS

Virtual and Maxima jog Mac's memory

By Stephen Howard

Virtual 2.0.2 and Maxima 1.0.5 from Connectix Corp. are utilities that let 68030-based Macs — or '020-based ones that have PMMUs (paged memory management units) — breeze past previous memory limitations. The Mac operating system normally limits system memory to 8 Mbytes, but it reserves additional memory addresses for each NuBus slot. Connectix has figured out how to merge spare NuBus address space with system memory. As a result, Connectix's two utilities increase potential memory to 14 Mbytes, minus 1 Mbyte for each NuBus card installed. Virtual maps that memory to your hard disk to give System 6 users virtual memory. Maxima allows the Mac to use additional megabytes of real RAM.

Maxima 1.0.5

Connectix Corp.
List price: $129; with PMMU: $275

+ Seamlessly extends Mac system memory; convenient RAM disk.

− Suffers from the Macintosh's memory-management problems.

Virtual 2.0.2

Connectix Corp.
List price: $199; with PMMU: $275

+ Provides up to 14 Mbytes of virtual memory.

− Not rock-solid; suffers from the Mac's memory-management problems.

The real thing. Maxima makes sense only if you have more than 8 Mbytes of RAM. To get that much memory in a Mac, you have to use 4-Mbyte SIMMs (single in-line memory modules), special composite SIMMs or a NuBus card carrying RAM. Installing Maxima is simple. You simply drag the Control Panel device (cdev) into your System folder and restart. Microseeds Publishing Inc.'s INITPicker 2.0 can interfere with this process, however. To make things go smoothly, you should include Maxima on the list of loadable files and turn off BombGuard protection before restarting. You can turn BombGuard back on after installation.

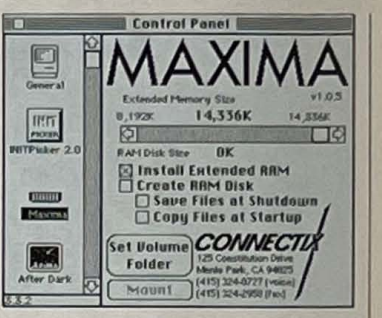
Once up and running, Maxima doesn't change the Mac's operation except to press more RAM into service. This is the utility's primary function, and it works well. The more obvious feature is Maxima's RAM disk, which can be created from any unused RAM. The RAM disk appears on the desktop and acts like a hard disk, except it's far faster. You can have the contents of any folder copied into the RAM disk on start-up, and if this folder contains a System and Finder, the RAM disk becomes the start-up volume. Like other modern RAM disks, this one survives a restart and some system errors.

Connectix has equipped Maxima's RAM disk with one feature that makes it better than others we've seen. On shutdown, Maxima can copy the image of the RAM disk, including boot blocks, which are placed in an invisible file, back to your hard disk. On the whole, Maxima's RAM disk was stable and at times handy, and it made use of otherwise wasted RAM.

The next best thing. Virtual provides much of what Maxima does but at a lower cost because you don't need to buy RAM. The functional difference is that Virtual uses hard disk space to extend system memory. During normal use, you are aware of the difference only when applications are being "paged" onto the disk to make room for the foreground application in RAM.

The main drawbacks of virtual memory are the delay when switching between applications and a loss of disk space. We found that the delay varied from nonexistent to several seconds, depending on the activity and application. We also encountered unexpected delays when parts of an active application were copied from disk to RAM. The cost in disk space was more consistent: To get 14 Mbytes of virtual memory, you sacrifice nearly 14 Mbytes on disk.

Connectix's Virtual 2.0.2 extends the Mac's system memory to a maximum of 14 Mbytes.



Maxima 1.0.5 allows the Mac to take advantage of real RAM that exceeds 8 Mbytes.

Conclusions. Throughout our evaluation of Virtual 2.0.2 and Maxima 1.0.5, we encountered a number of memory-management problems. We cannot place the blame for these on Connectix; they are symptoms of an aging operating system and of application developers' assumptions. But users should be prepared for some hassle if they plan to use large amounts of memory.

Maxima was simple, reliable and a pleasure to use. We found Virtual to be equally simple but more error-prone. Both products complicate memory management, but the complexity will be worth it to many. Both utilities also offer reasonable value. For users of Macintosh II-family machines with 68030s and at least 4 Mbytes of RAM, Virtual 2.0.2 is an inexpensive way to extend memory. For those with less memory installed, we recommend buying RAM first. Maxima is harder to justify if you include the price of 4-Mbyte SIMMs, but it comes bundled with such SIMMs from a variety of vendors and adds a great deal of value.

Connectix Corp. is located at 125 Constitution Drive, Menlo Park, Calif. 94025; (414) 324-0727. □

Inside Information is in the know

Inside Information

Microlytics Inc.
List price: $119

+ Handy reference tool; Boolean-logic structure aids in finding words from description in Reverse Dictionary; program can be used in either full or partial configurations.

− Eats lots of storage space for limited functionality; offers simplistic word definitions.

By Kandy Arnold

With Inside Information, a writer can find thousands of words and colorful phrases without leaving the comfort of his or her keyboard.

The program, a thesauruslike hierarchical dictionary desk accessory from Microlytics Inc., organizes word definitions into seven broad classes somewhat resembling the categories found on a Trivial Pursuit game board. The classes — Nature, Living Things, Science and Technology, Domestic Life, Institutions, Arts and Entertainment, Language, and The Human Condition — are further divided into 20 subclasses, 125 categories and 700 subcategories, with more than 65,000 word entries. One optional category is Explicit Material, but, despite the manual's parental-type warning, we found it tended toward clinical rather than truly offensive terminology.

Inside Information provides definitions for most words, but not all. This was disappointing; we really wanted to know how to define "bibble-babble." Used with Microlytics' thesaurus program WordFinder, Inside Information provides additional synonyms and definitions.

Inside Information runs on a Mac Plus or later machine with a hard disk. The program is storage-hungry; the full set of files require 3.5 Mbytes of storage, but partial configurations with as little as 700 Kbytes are possible.

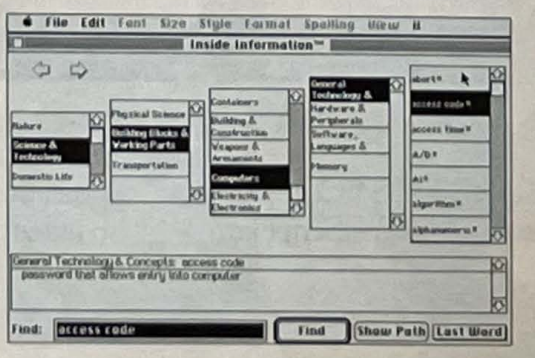
According to Microlytics, the program is the "first new classification system for language in nearly 150 years." It was developed by Stephen Glazier, a novelist, playwright, journalist and editor, from the lists of items he created while writing "The Lost Provinces," a historical novel.

Viewing information. When first opened, the program displays its Outline View. Three other views are available: Graphic, Tree and Reverse Dictionary. The Outline, Graphic and Tree views can be expanded and collapsed, displaying or hiding more-specific entries as the user chooses.

The Outline View presents information in an indented hierarchy, or path, that goes from a general class to a specific word. The Graphic View shows the same path from left to right across the screen, with entries appearing in boxes much like data-base fields. The Tree View displays the same information in pyramid form. The program crashed once in the Tree View, but this seemed to be an isolated occurrence.

All three views offer Find, Show Path and Last Word features. The Find command displays a word and its meaning at the bottom of the screen. Show Path reveals a graphic representation of how a word fits within the hierarchy. The Last Word pop-up menu lists up to the last 30 words looked up.

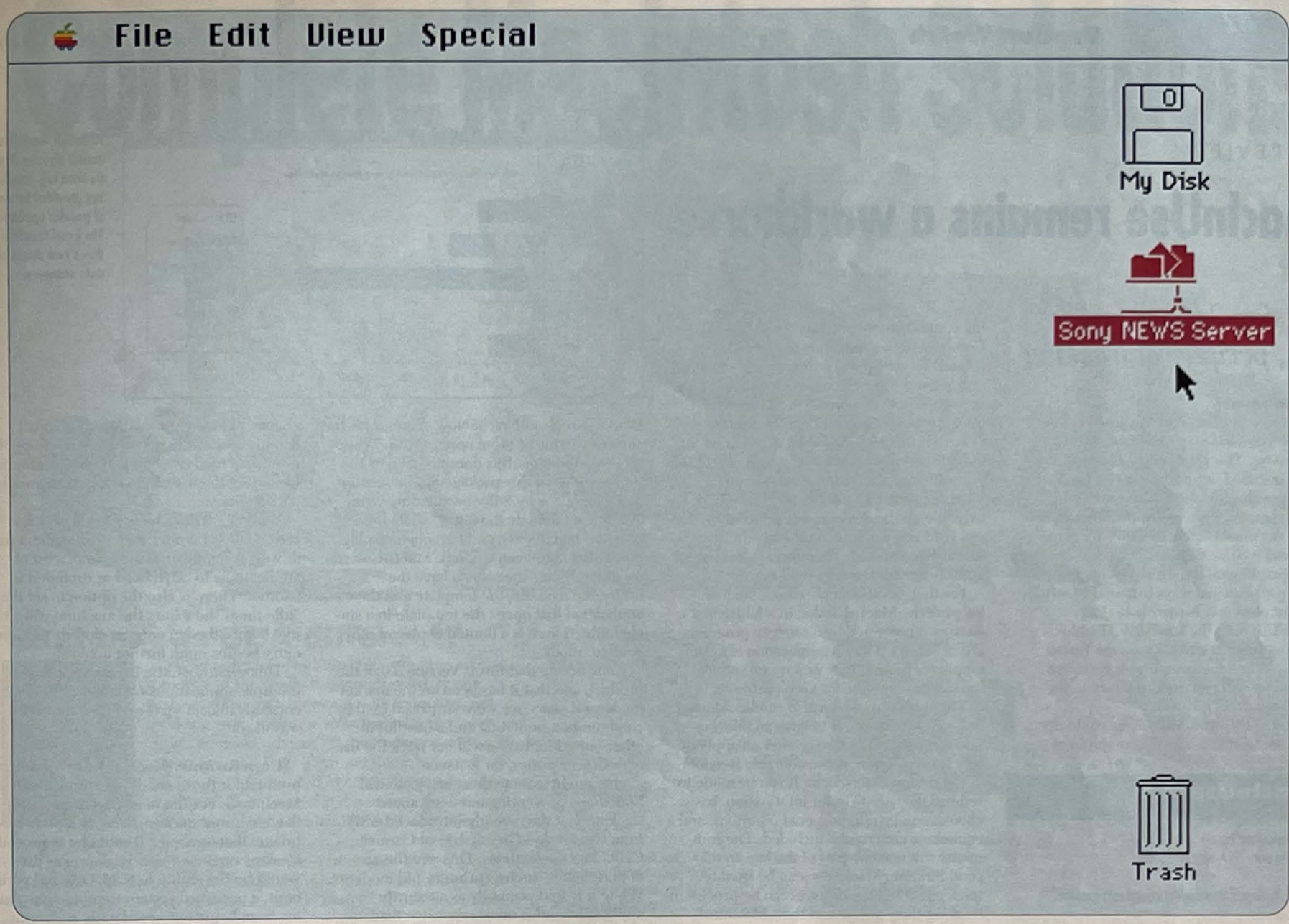
Inside Information offers four screen views. The Outline View (shown here) presents the classes, subclasses, categories, subcategories and words in logical order.



Here, the same information shown above in Outline View is displayed in Graphic View. In this view, the information path is clearly visible.

Conclusions. Inside Information puts a compendium of terminology within fingertip reach of the user looking for the inside scoop on the lingo of specialized fields. For example, it contains this definition for "Boolean," an entry found under the Computer category: "(adj) describing systems where variable values are restricted to true and false." While we found it useful, the program could be even more helpful to writers if it included subtler definitions and word origins.

Microlytics Inc. is located at 2 Tobey Village Office Park, Pittsford, N.Y. 14534; (716) 248-9150; (800) 828-6293. □



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REVIEWS

MacInUse remains a workhorse

Version 3.0 still lacks DA, peripheral tracking

By Scott Beamer

Softview Inc. has recently begun shipping Version 3.0 of its venerable utility, MacInUse. This product is a time logger; when installed, it produces a text file listing every application opened and how long each was used. Optionally, this file can note every document opened, with user comments as well.

Depending on the user's needs, there are three principal ways to install MacInUse. The simplest way is merely to drag MacInUse onto the hard disk, double-click on the icon and click on the Install button. When the computer is restarted, MacInUse will run unobtrusively in the background.

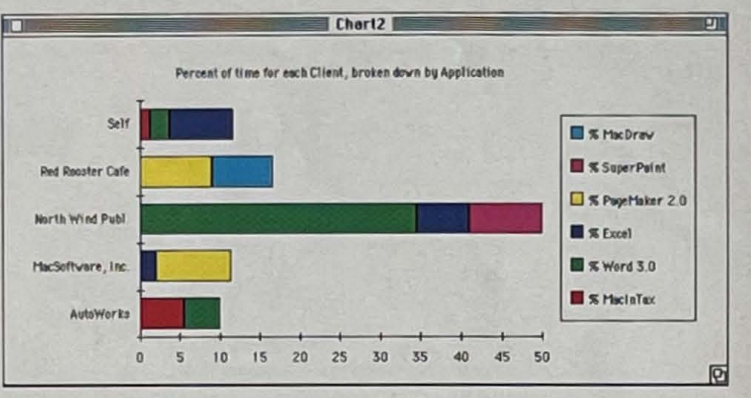
Used in this way, MacInUse could document the business use of a computer at home. In a corporate environment, the data log could demonstrate heavy use of a Macintosh or certain applications as part of a request for additional hardware or software.

A second way, which can be selected only on installation, is to make the MacInUse Startup document (INIT) in the System folder and the data log invisible. This allows for casual surveillance of a Macintosh; it will tell you who has been using it, when and for what. Though the MacInUse icons will be invisible on the desktop, any application that can read text can find, read and edit the MacInUse data log. Therefore, this is not appropriate for rigorous tracking.

For that, additional measures, such as keeping the MacInUse log in a folder that is password protected by a security program, are necessary. Thus, a corporation can study employee productivity or a rental service bureau can log time for each customer.

The third way, which also can be selected only on installation, is to have an information form appear before or after an application is used. There is considerable freedom in the design of this form. It can be made to require the user to enter information, basic choices can be offered as radio buttons, and a comments area can be included. The comments will become part of the log. In this configuration, MacInUse can be used to track client billing, or users can be precise in tracking their own use of their Macintosh.

Old wine, new bottle. Because the utility itself provides no means of reading the data log, six templates are provided: MacWrite 5.0, Multiplan, Word 1.0 and 3.0, Works, Excel, and WriteNow. None is for the current version of these applications. While they still function, this does not give us the impression that this package has been attentively cared for by Softview over the years.



Although MacInUse cannot directly display its data log, templates are provided for several popular applications. The Excel template produces two charts and a data summary.

Using a template to view the data log provides an effective and attractive display, but it also complicates things. MacInUse usually requires the user to have the utility, the data file, the template and the application that opens the template in a single folder. There is a limited choice of other configurations.

Considering that this is Version 3.0 of the product, and that it has been on the market for several years, we were surprised by this configuration limitation and a handful of other ones. MacInUse will not track the use of desk accessories, for instance.

One might assume there are technical limitations preventing more-advanced tracking, but the recently introduced AME from Casady and Greene Inc. of Carmel, Calif., logs applications, DAs and the use of peripherals, such as printers and modems. While it is sold primarily as a security application and is more expensive than MacInUse, AME does make the limitations of MacInUse less acceptable.

MacInUse permits a keystroke to force a data-log entry. If the Prompt for Information option was chosen, the user will have a chance to enter information about what activity is about to occur that would not otherwise be tracked. This is the work-around for noting the use of DAs or peripherals, but it's voluntary.

Version 3.0 does have several new features. The capability to track document use as well as application use is one; a list of applications to be tracked or excluded is another. There is also the option to set the "idle time," how long the machine will sit idle before the log entry is closed. The next entry begins upon further activity.

This version of MacInUse can track multiple applications under MultiFinder, correctly allocating the precise time each was used.

Conclusions. MacInUse is a workhorse product for those needing to track usage of a Macintosh. For the most part, it performs flawlessly and unobtrusively. Still, it is surprising that Version 3.0 could be improved in so many obvious ways. High on our list would be the ability to track DAs and peripherals, a password system to protect the data log from being tampered with, and more flexibility to place the application and log where it is most convenient.

Softview Inc. is located at 4820 Adohr Lane, Suite F, Camarillo, Calif. 93010; (805) 385-5000; (800) 622-6829. □

MacInUse 3.0

Softview Inc.
List price: $99; upgrade: $30

+ Reliable and unobtrusive; several configuration options.

− Inconvenient use of templates is required to view its data log; does not track DAs or peripherals; data log is not tamper-proof.

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Spyglass

From Page 76

ment, high-speed data acquisition and computer modeling make working with large 2-D data sets imperative.

We wish that the company would offer the complete Spyglass set as one product. The capabilities of Transform and View seem to have been segregated arbitrarily and would operate better together. The capabilities of Format and Dicer also appear to be very closely related to and somewhat overlapping with those of Transform and View. The products work well together under MultiFinder, so their segregation does not degrade their performance substantially. Nevertheless, time spent switching between programs, requirements for RAM and disk space, and perhaps product price could be reduced if the programs were combined. Spyglass offers the products as bundles for pricing purposes, but the programs are still discrete.

We also wish Spyglass supported 24-bit color for those who can afford the memory and consequent slowdown; the increase in image quality could be critical in some applications. Finally, Spyglass could be neater about cleaning up its color palette when it is swapped into the background under MultiFinder. Neither shortcoming is serious, however.

The Spyglass series gives users a powerful way to cut through large data matrices and to illustrate clearly what the data has to say.

Spyglass Inc. can be reached at 701 Devonshire Drive, Box C-17, Champaign, Ill. 61820; (217) 355-1665. □

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MacDraft

From Page 70

When drawing, MacDraw offers more latitude in customizing line styles and end markers, although MacDraft does offer some flexibility and has menus that make line-style selection faster and more graphic. MacDraft has hairlines that can print at one-three-hundredths of an inch on a PostScript printer. It also has dimension lines that will automatically display length, but these aren't associative (they won't change if the associated object is shortened or lengthened).

MacDraft objects can be filled with patterns, colors and grays. Patterns and colors can be edited, and MacDraft can work with all Mac II color shades. (MacDraw works with only eight colors.) MacDraft 2.0 is 32-bit clean. Both programs can print in color or black-and-white.

Manipulating objects. MacDraft uses the standard Edit menu commands for manipulating objects, but its Undo command tells you explicitly which command is being unraveled. Objects can be smoothed or unsmoothed and editing handles added or deleted. Both MacDraw and MacDraft have Duplicate and Select All options, but MacDraft also has a useful Select All Text option.

MacDraw and MacDraft have similar commands for arranging, grouping, locking and aligning objects; distributing them along a line; and flipping them horizontally and vertically. MacDraft raises the ante of MacDraw's simple Rotate command by offering options for rotation around different points and for precise, numeric rotation angles.

Both programs can name and edit "layers," and can show or hide layers at your discretion. MacDraft can merge layers and also can load a single layer from a drawing on-disk and add it to your current drawing. Layers can be printed independently, and each can have a different scale.

MacDraft's single horizontal and single vertical ruler are simpler for the beginner to handle but don't offer as many possibilities to the advanced illustrator as MacDraw's six rulers with independent scales. MacDraft has a grid and a Snap To Object command; MacDraw II has a grid but no snapping features.

MacDraw allows you to select drawing sizes ranging from a single page to 140 pages; MacDraft only reaches to about 60 by 60 inches.

Both programs let you zoom in or out and name views that can be added to the menus. MacDraw can zoom 512 times from its most focused view; MacDraft, only 64 times. MacDraft's zoom can lock line weights at one size or let them zoom with the changing magnification.

MacDraft's performance for operations such as alignment or redrawing (zooming) the screen is slower than MacDraw's but still takes only a couple of seconds on a Mac IIcx at most.

Symbol library. MacDraft, like MacDraw, has a symbol library that can show a graphical image of the library contents. MacDraft's library, however, is controlled by a window instead of a dialog box, so you can keep it at hand as you work. MacDraft's library also offers some features not found in MacDraw, such as scaling, editing and a Repeated Paste command. Separate graphics and architecture libraries of vector-drawn symbols are available from Innovative Data Design.

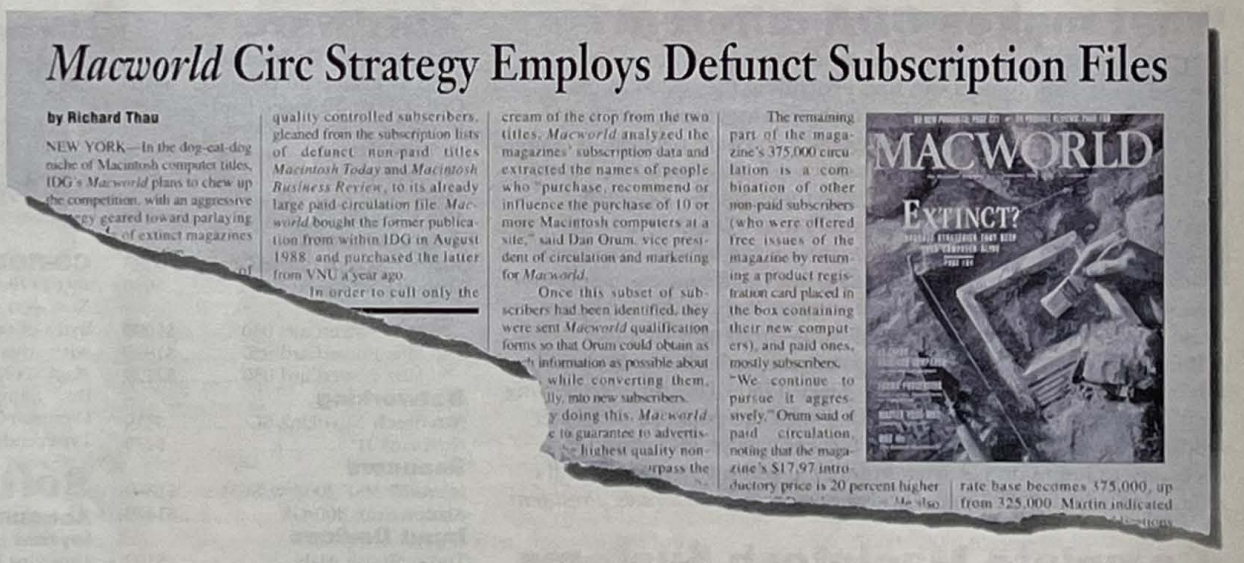
Plotting and PictScript. Both programs can plot through a Chooser-level MacPlot driver. MacDraw comes with one, and MacDraft owners can buy one as an option. The two drivers are nearly identical in performance and features; they let you choose pen colors, speeds and position in the carousel; select a plotter; and set protocols. The more complete MacDraft driver supports more plotters and offers advice on serial-cable connection to your chosen plotter.

One MacDraft feature you won't find in MacDraw II is PictScript. That's Innovative Data Design's own invention; it lets you transfer images from MacDraft to other applications through the Clipboard while maintaining their PostScript information. For instance, you could copy a part of your MacDraft drawing to the Clipboard, then paste that into a page-layout program or word processor where it could be displayed, sized and cropped, and then printed as a full-quality PostScript image on a laser printer.

In its favor, MacDraw II comes with commands and templates for slide making. MacDraft doesn't have any comparable features.

Conclusions. The choice between MacDraft 2.0 and MacDraw II is a difficult one. We found MacDraft 2.0 easier to use than MacDraw II, with many of its features, such as layers and symbol libraries, inhabiting palettes or windows instead of inflexible dialog boxes. It also offers more basic drawing choices than MacDraw II, including Bezier curves and splines, multiple methods for

Nice try.



Macworld Circ Strategy Employs Defunct Subscription Files

by Richard Thau

NEW YORK—In the dog-eat-dog cache of Macintosh computer titles, IDG's *Macworld* plans to chew up the competition, with an aggressive ...egy geared toward parlaying ... of extinct magazines ... quality controlled subscribers, gleaned from the subscription lists of defunct non-paid titles *Macintosh Today* and *Macintosh Business Review*, to its already large paid-circulation file. *Macworld* bought the former publication from within IDG in August 1988, and purchased the latter from VNU a year ago.

In order to cull only the cream of the crop from the two titles, *Macworld* analyzed the magazines' subscription data and extracted the names of people who "purchase, recommend or influence the purchase of 10 or more Macintosh computers at a site," said Dan Orum, vice president of circulation and marketing for *Macworld*.

Once this subset of subscribers had been identified, they were sent *Macworld* qualification forms so that Orum could obtain as ... information as possible about ... while converting them, ...lly, into new subscribers. ...y doing this, *Macworld* ... to guarantee to advertis... highest quality non... ...rpass the ...

The remaining part of the magazine's 375,000 circulation is a combination of other non-paid subscribers (who were offered free issues of the magazine by returning a product registration card placed in the box containing their new computers), and paid ones, mostly subscribers. "We continue to pursue it aggressively," Orum said of paid circulation, noting that the magazine's $17.97 introductory price is 20 percent higher ... rate base becomes 375,000, up from 325,000. Martin indicated

MACWORLD EXTINCT?

MagazineWeek
January 22, 1990

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drawing other objects and more-complete color support. Both programs have on-line help and good manuals. MacDraft also boasts the unique PictScript Clipboard that lets you move images to other programs for bit-mapped display and PostScript printing. MacDraft 2.0 is about $100 cheaper than MacDraw II, but remember that plotting is built into MacDraw.

MacDraft 2.0 is a valuable $69 upgrade for those who have waited since Version 1.2B. While it can no longer be considered a competitive drafting tool (Dreams and other CAD programs have passed it by), technical illustrators and business users will find that it fits their needs. PictScript might be the deciding factor in MacDraft's favor for those who must move their drawings into other programs. MacDraw, on the other hand, has slide-showing features and a spelling checker, and so might be a better choice for presentations.

Innovative Data Design Inc. is located at 2280 Bates Ave., Suite A, Concord, Calif. 94520; (415) 680-6818. □

Marco Polo

From Page 70

would not open unless we quit Word first.

Second, when you launch an attached file, a copy of the document is placed in a folder called MP Temp in your System folder. You then have three copies of the document: Marco Polo's image in the Document Center, the real attached file and the copy in the MP Temp folder. This extra copy survives until the next document is launched and wastes storage space. Mainstay is looking into this problem.

Then the rest. We had a number of other difficulties with Marco Polo, one of which qualifies as a fatal flaw. You can specify any folder as your "archive folder," so when you put files into that folder, a copy is archived automatically and the original is deleted from the archived folder. However, only plain text, MacPaint, PICT, Glue, SuperGlue, MarkUp and Encapsulated PostScript formats are indexed, so you cannot search the contents of documents in other file formats.

Worse, when we placed a large number of files into the archive folder at one time, we found that all the files were deleted but only one was archived. Mainstay acknowledges this problem as well. We cannot recommend an archiving program that loses data.

Conclusions. Even assuming that the bug causing data loss is solved, we feel there are conceptual flaws in Marco Polo's approach to archiving. Using a Chooser document to place files into an archive is a nuisance. The only benefit of this method is the capability to show formatting. But ON Technology Inc.'s On Location (see MacWEEK, June 5) uses Claris Corp.'s XTND filters to display formatted text from a number of word processors. Though these filters don't show as much formatting as Marco Polo, you don't have to store a second or third version of each file, either.

While Marco Polo offers a powerful, flexible and intriguing search engine and could facilitate group archiving of data over a network (a topic virtually ignored in the manual), we do not feel that these benefits outweigh the current problems of this product.

Mainstay is located at 5311-B Derry Ave., Agoura Hills, Calif. 91301; (818) 991-6540. □

Bull's eye.

MacWEEK

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Every publication spins a convincing yarn about Macintosh volume buyers. But the best way to reach *active* volume buyers is by advertising in MacWEEK.*

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If you're not buying weekly, you're buying weakly.

* See following page for more information.

Reviews in Brief

From Page 70

sor's main shortcoming: a decidedly unusual user interface replete with sometimes-baffling menu commands that seem to have lost something in their translation from the French. "Incrust in Document Colors" is one example.

It's a shame that this is so, because VideoPaint has some tantalizing features not found in other paint programs, including a powerful set of routines for creating 3-D primitives and mapping textures onto their surfaces.

VideoPaint uses two layers, the document layer and the stencil layer. You can use the stencil layer to hold a second image and selectively bring parts of it into the document layer through the process VideoPaint calls "incrustation." The main limitation to this feature is that the results are usually disappointing if the stencil and the document layer don't share the same color palette.

VideoPaint also excels in smoothly distorting selections of painting, using Bezier curves to control the shape of the distortions. This is one of the few features in the program that works quite intuitively.

A good manual would go a long way toward helping to unleash VideoPaint's power. Unfortunately, the current manual seems to have been somewhat hastily translated from the French, and the black-and-white illustrations are of little help in mastering color-palette operations.

Even while running a vanilla system without MultiFinder on an 8-Mbyte Mac II, we experienced some crashes and freezes. Experienced Mac users may be able to get useful performance from VideoPaint, but beginners would be better off staying away from it, at least in its current version.

Olduvai Corp. is at 7520 Red Road, Suite A, South Miami, Fla. 33143; (305) 665-4665; (800) 822-0772. — *By Bruce Fraser*

The Human Interface

Button, button, who's got the button?

In tribute to the late Dennis Klatzkin, we are reprinting one of his finest columns just as he wrote it; an editing error in the original version removed the punch line. Herewith, Dennis' column as it was intended. — The editors

There is a fifth dimension beyond that which is known to man, the middle ground between light and shadow. It lies between the pit of man's fears and the summit of his knowledge. It is an area we call "the hypertext zone."

I know it's not particularly fashionable to speak ill of hypertext, the darling of many writers these days. Well, call me ornery — I never understood the pet rock either, and wind chimes drive me crazy most of the time. Frankly, I'm annoyed by hypertext-based reference works that make me feel as though I'm trapped in a Kurt Vonnegut novel.

It might be wonderful if we all had the knack of thinking in an unlimited number of dimensions. But, in fact, most of us have been trained to organize, digest and impart information linearly. Our frame of reference is still the printed page — two-dimensional, linear text — and it will remain so until electronic media replace printed matter as the basis of our communication.

BY DENNIS KLATZKIN

I don't mean to imply that hypertext is entirely without redeeming value. Certainly there are appropriate uses for it. For instance, a hypertext stack is perfectly suitable for browsing through disjointed information about this year's Buicks. But if I were making a complete, organized study of Buicks — if I were, say, an auto dealer — I'd prefer a book any day.

My major complaint is that, all too often, hypertext is being used inappropriately. It's fine when we want to isolate bits of information, much like we do with a database. But most of us are not equipped to absorb large amounts of non-linear information and make good sense of it as a whole. When we try, it's usually by attempting to arrange the parts linearly in our minds.

What's more, even when this electronic pet rock is put to perfectly appropriate uses, it's being used ineffectively. A good hypertext stack should be "event-driven" in the same sense as the Mac interface itself. Readers should be able to determine the paths of their inquiries freely and spontaneously as they navigate around. But most often, the only meaningful path through hypertext material is the one the authors had in mind when they wrote it. If you can't discern that path or stray from it, the material often stops making sense because it loses its original continuity.

Hypertext is a solution desperately seeking a problem, and disk-based help files — stand-alone HyperCard stacks or HyperCard-derived systems incorporated into applications — seem likely candidates. And, to a limited degree, hypertext works well here. It can offer the kind of information indexing and cross-referencing that's required in a good on-line help system.

But the more such a system gets hyper-sliced and hyper-diced, the less helpful it is. If I wanted to wander from one area to another, following untraceable paths into informational blind alleys while gathering snippets and clues, I'd sooner play Shadowgate or Enchanted Scepters. Too often I've been lost in hypertext mazes and felt like entering, "Take flashlight, go north."

And how helpful can a help file really be if the authors believe you need a map to navigate through it? Most importantly, why do so few hypertext-based on-line help systems make use of a search function, an absolute minimum requirement?

Let me make it quite clear that I'm not attacking HyperCard; that's not only unfashionable, it's dangerous. In fact, I admire HyperCard and think Apple did it a disservice by overemphasizing its limited hypertext abilities with its name. HyperCard is so much more than hypertext; if that weren't the case, it would have met with as little popular success as other hypertext products.

In summary, the major problems with hypertext are: (1) It's too clumsy when we have to organize rather than separate and isolate information; (6) It is most often being used inappropriately and ineffectively; (3) See Item 2. □

How MacWEEK hits the target.

Two axioms govern marketing: The "20/80 rule" and the "rich-get-richer rule." It's no different for Mac vendors.

According to a Gartner Group study of 8,000 business sites, Mac buying is highly concentrated. Sites with more than 10 Macs account for only six percent of all Mac businesses. Yet this small group rings up 74 percent of all business purchases.

Similarly, Mac-rich sites are more likely to buy more Mac products (see chart two). It's obvious that reaching these rich sites is important to any Mac marketer.

Dollar for dollar, MacWEEK delivers more volume buyers than any other Mac publication (chart three). Each subscriber purchases products for an average of 51 Macs and plans to buy (and accessorize) 40 more.

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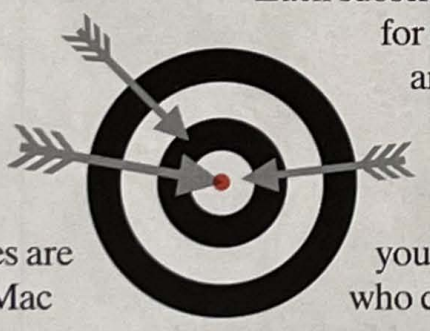
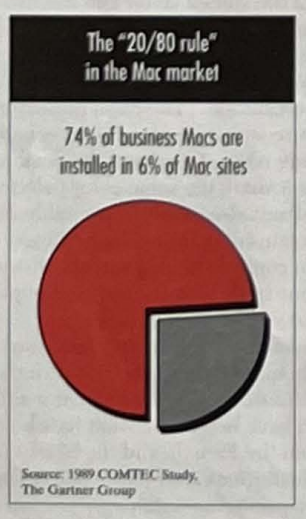
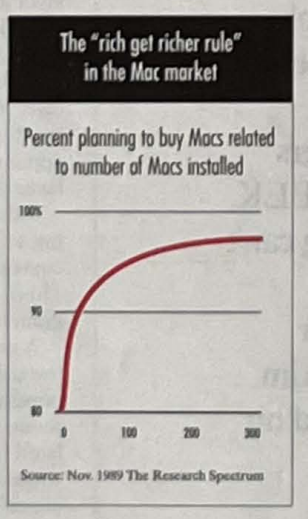
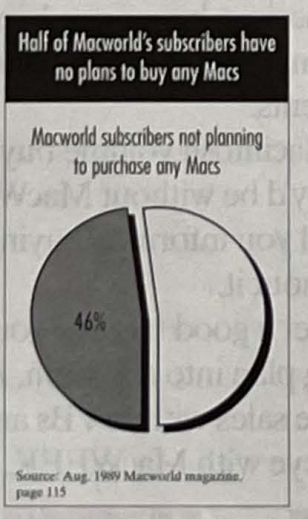



The "20/80 rule" in the Mac market
74% of business Macs are installed in 6% of Mac sites
Source: 1989 COMTEC Study, The Gartner Group

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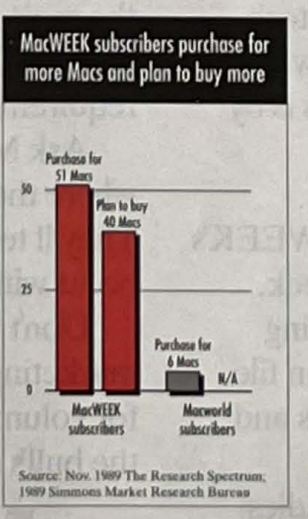

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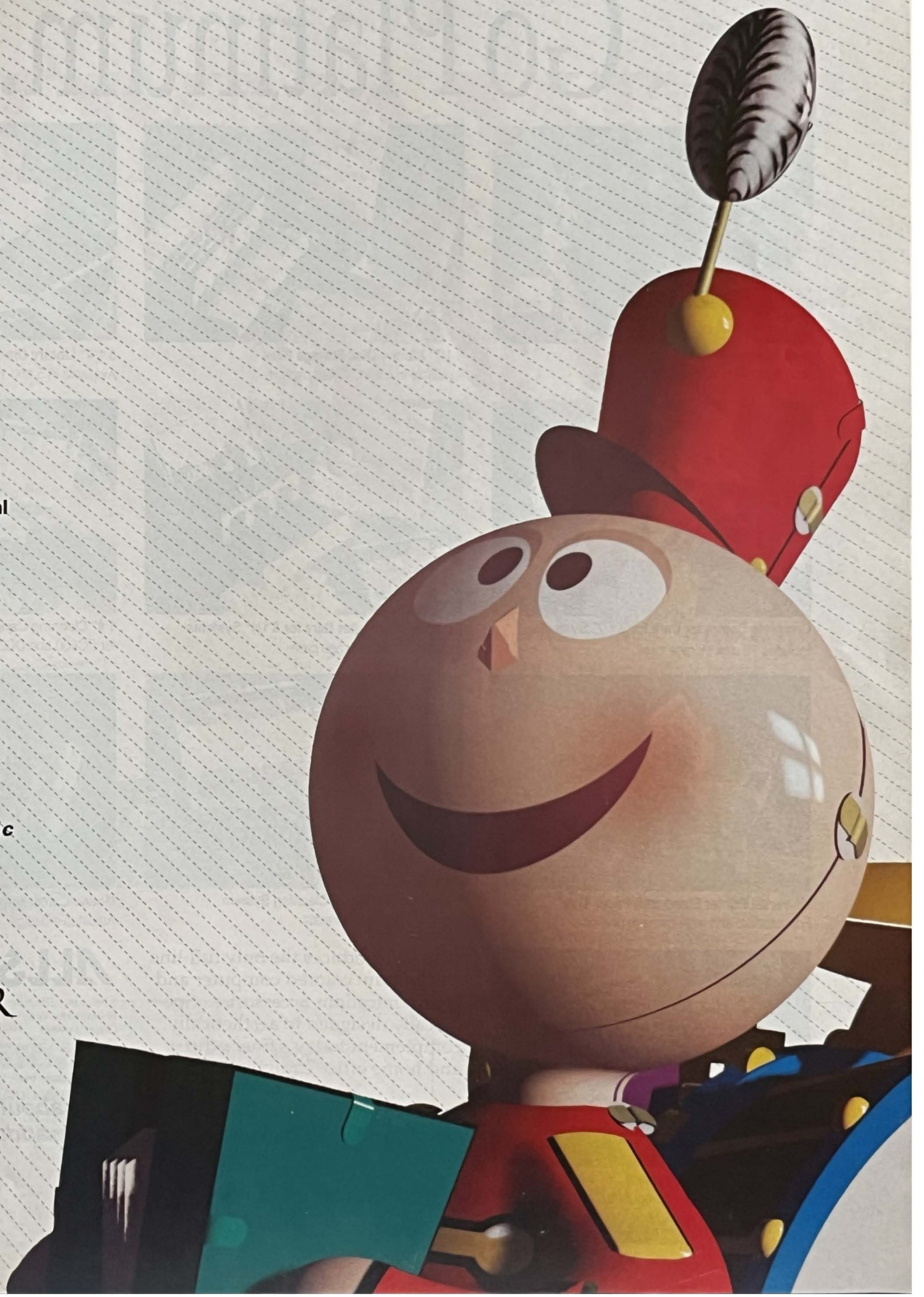

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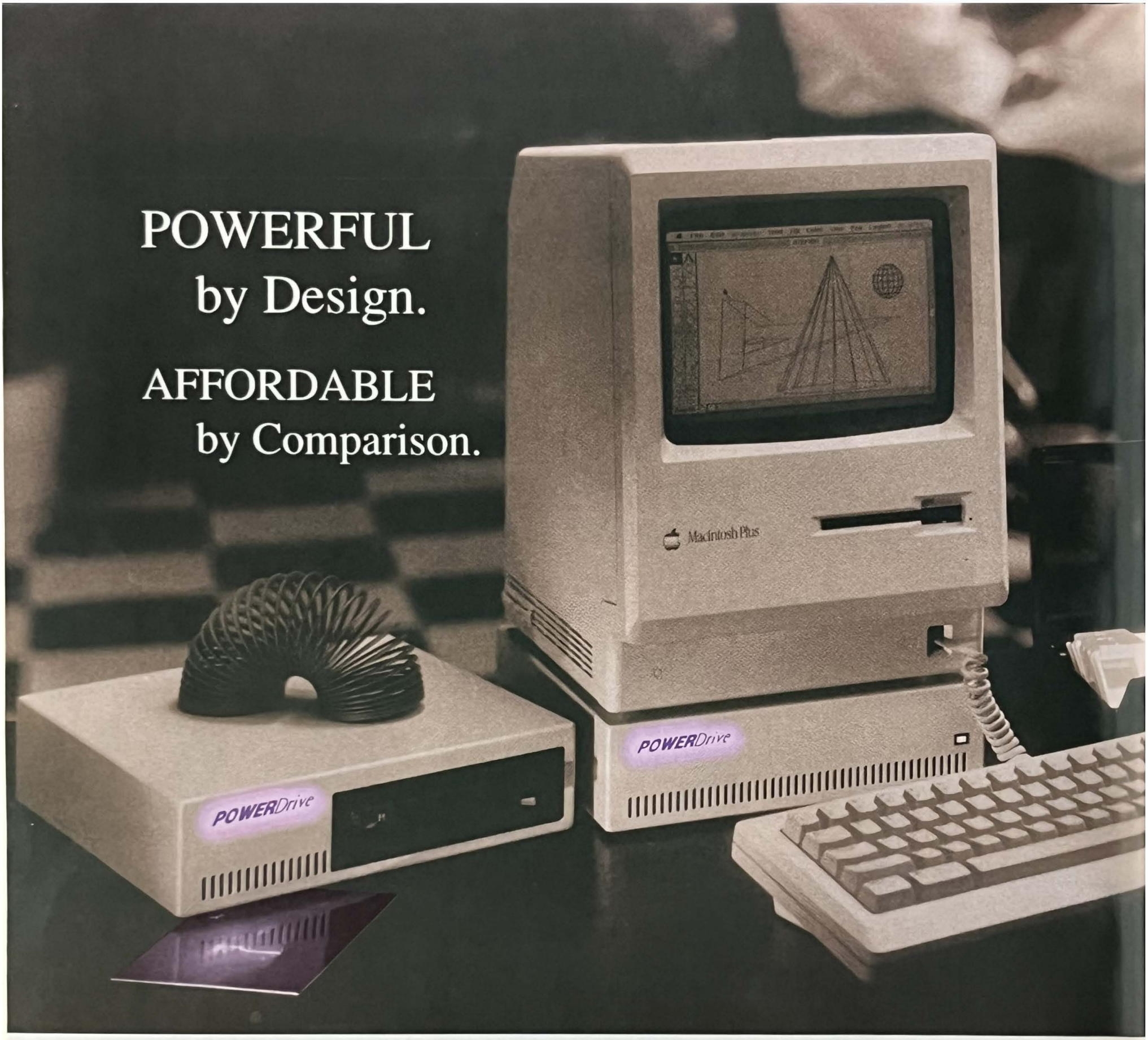

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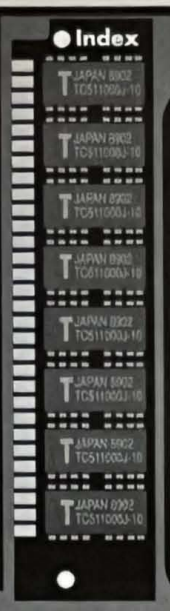

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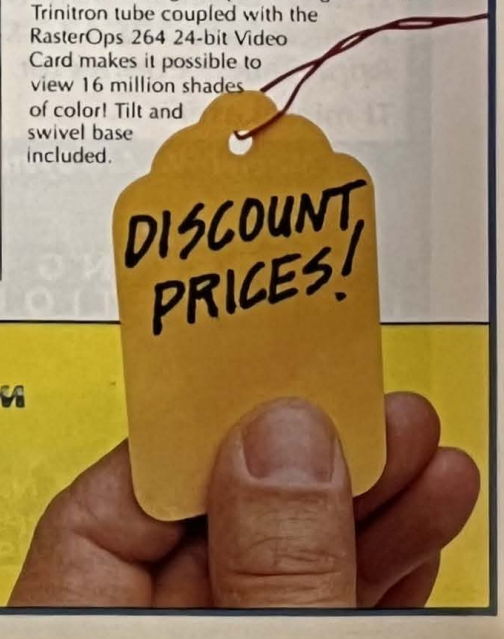

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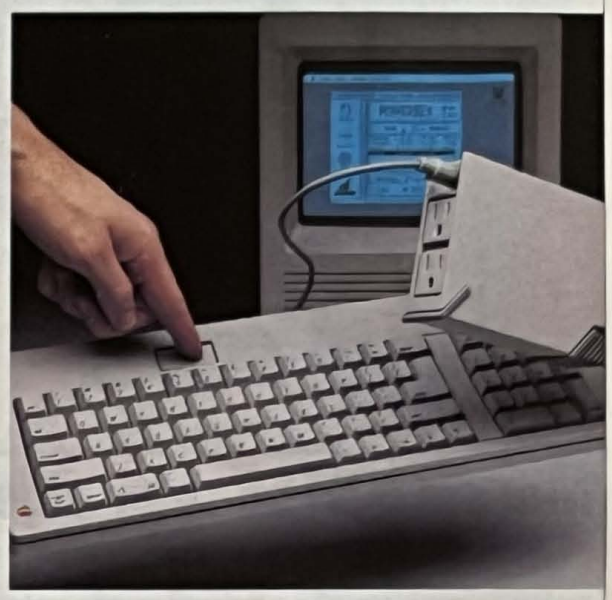

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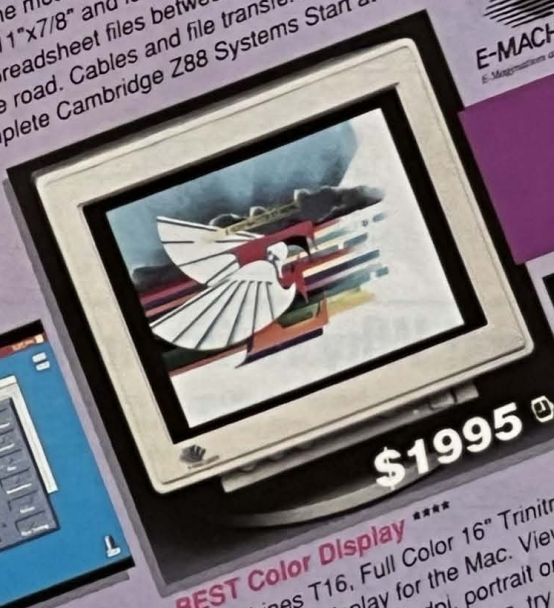

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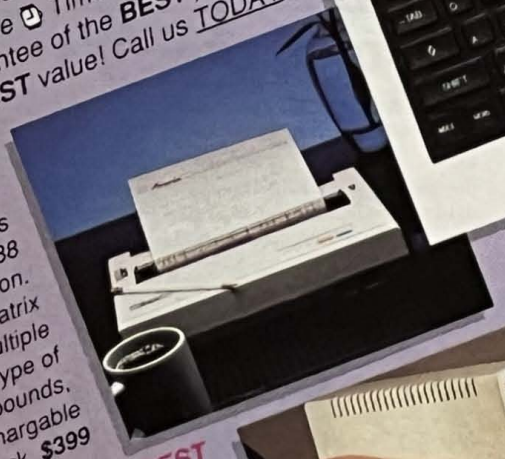

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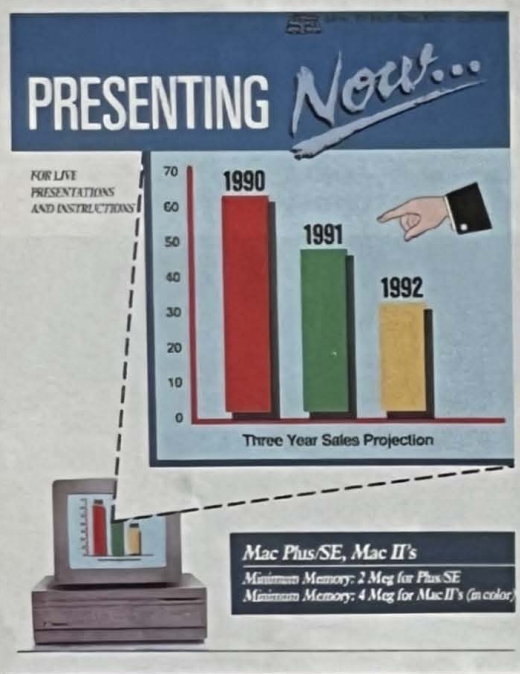

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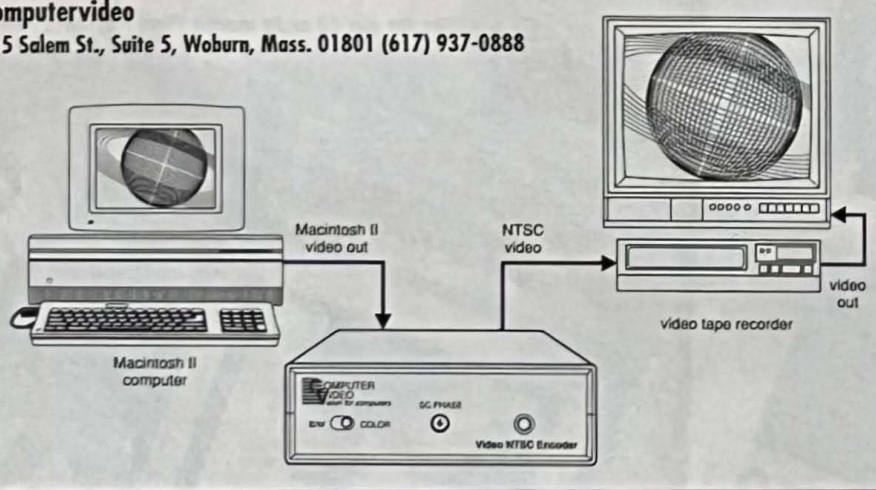

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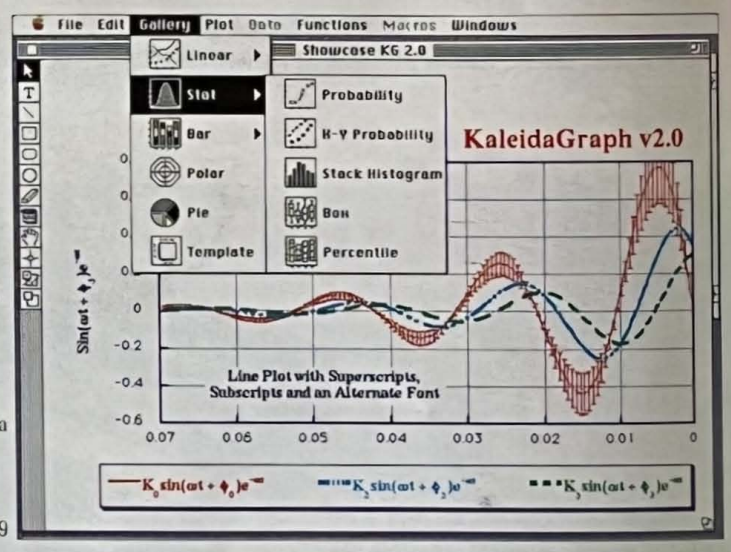

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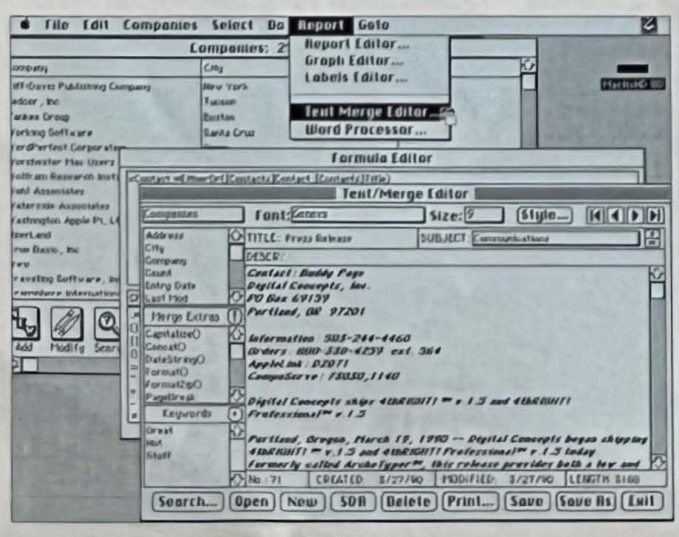

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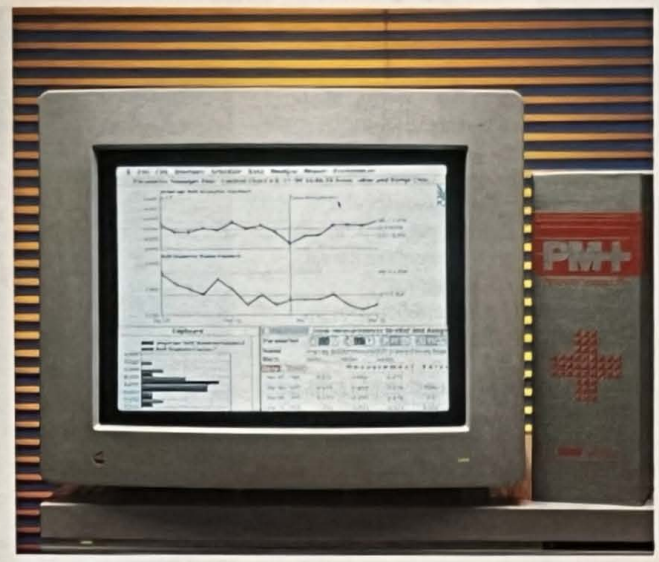

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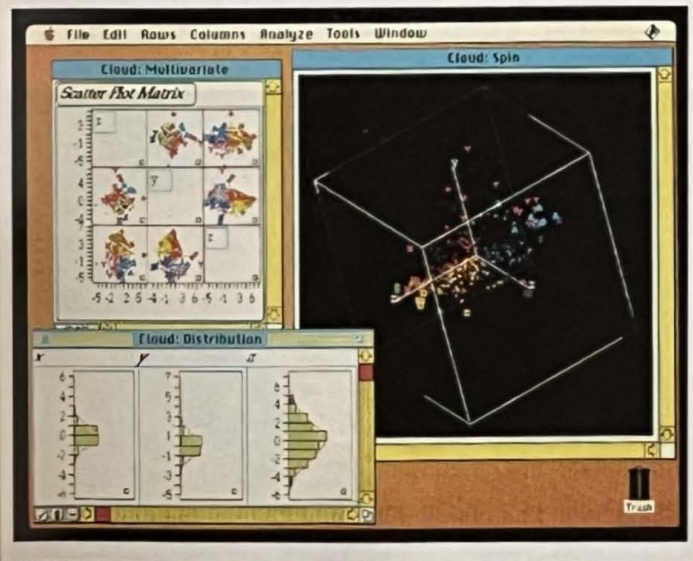

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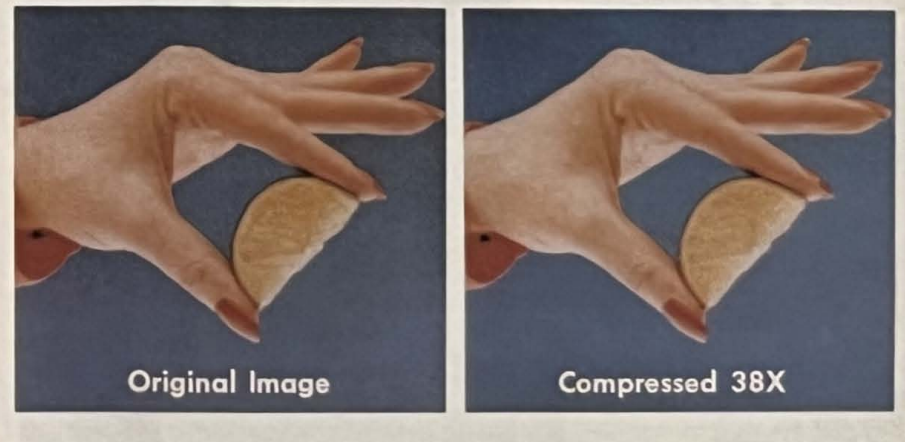

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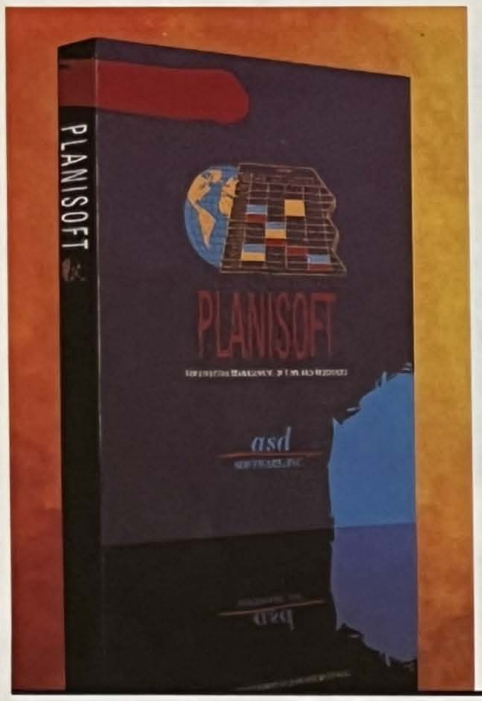

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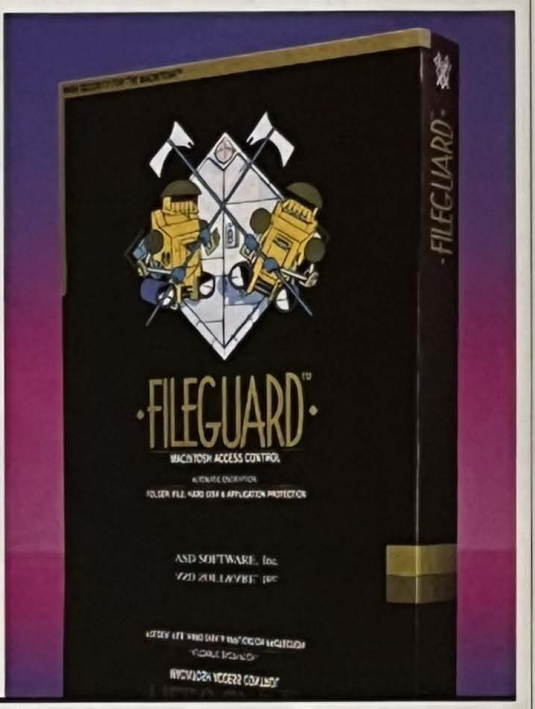

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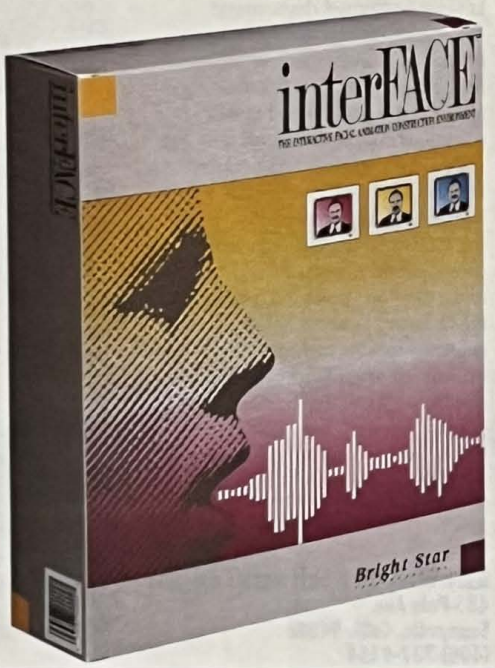

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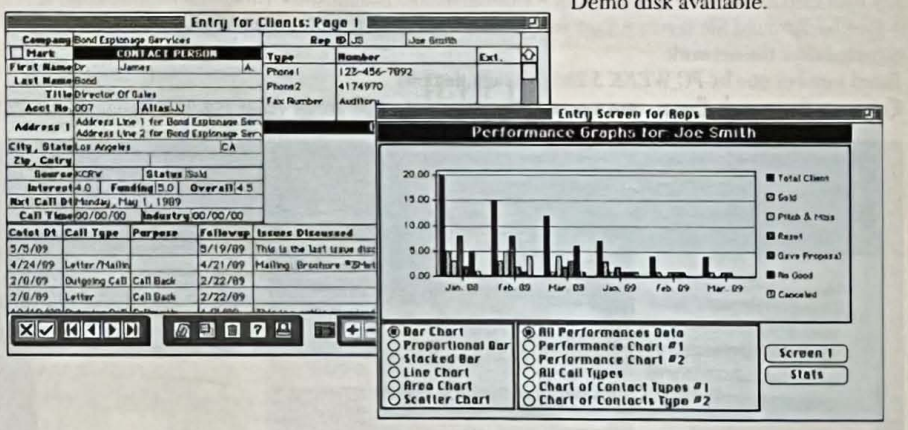

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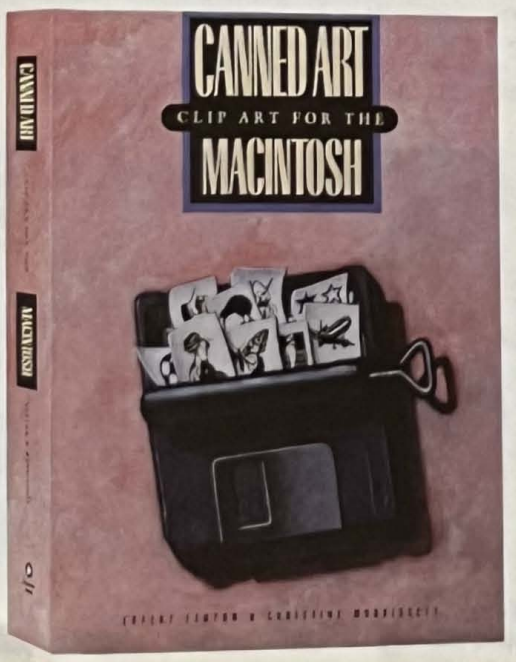

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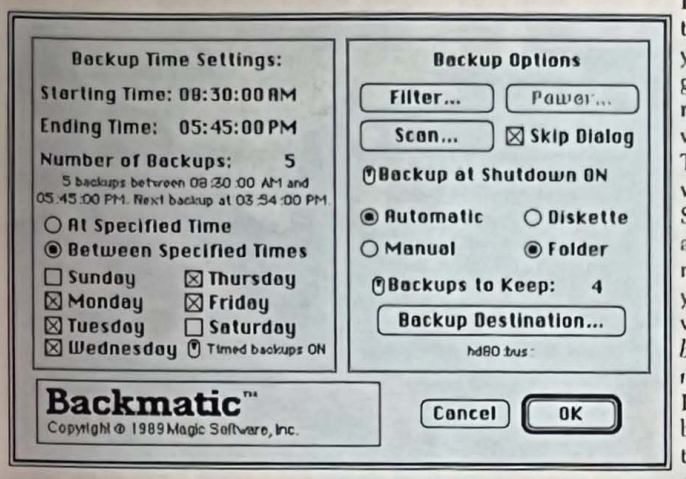

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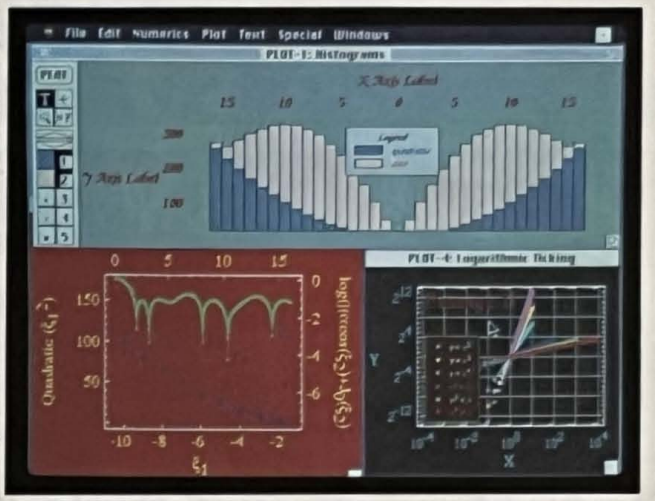

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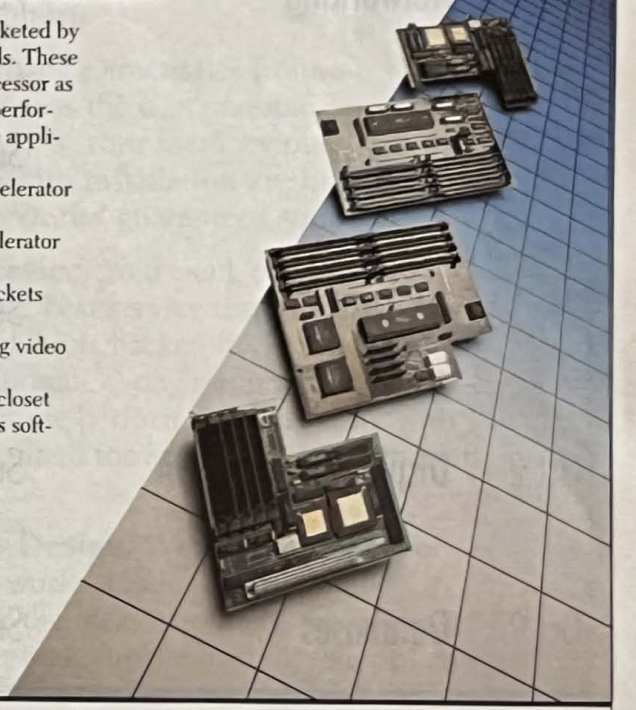

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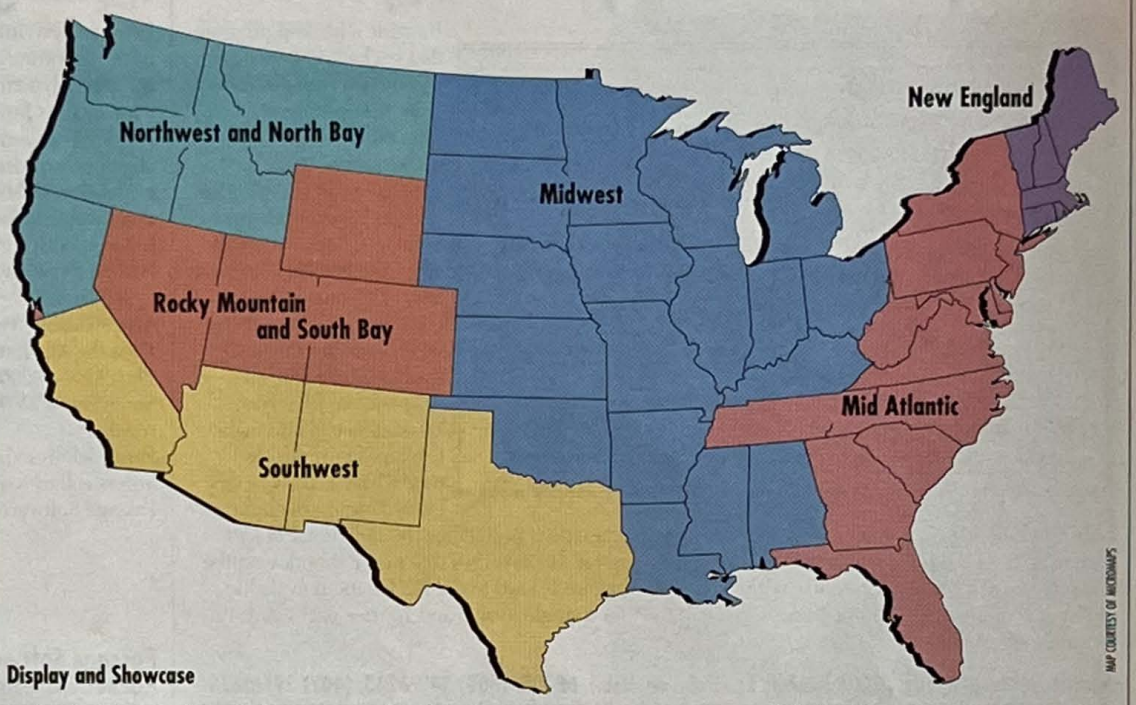

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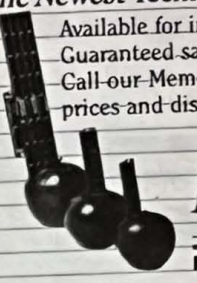

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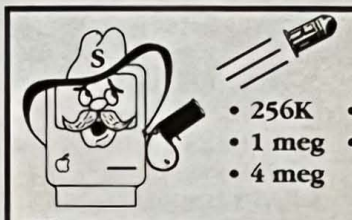

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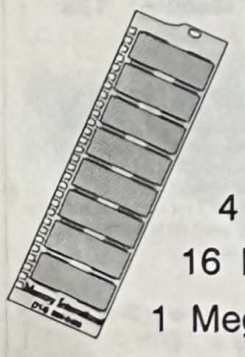

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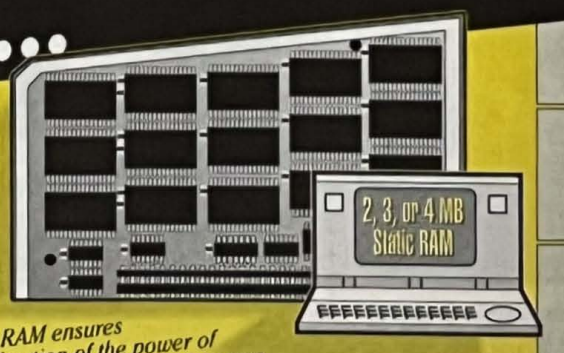

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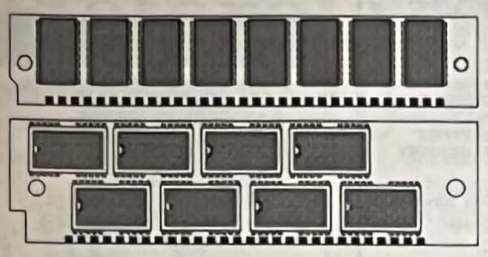

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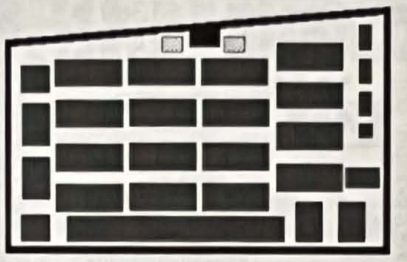

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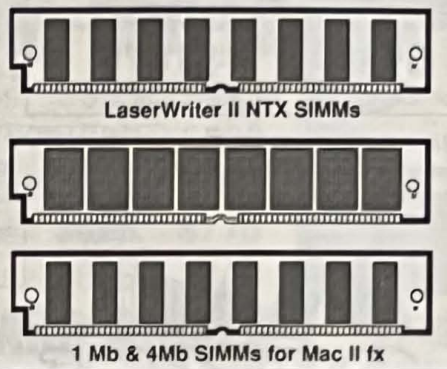

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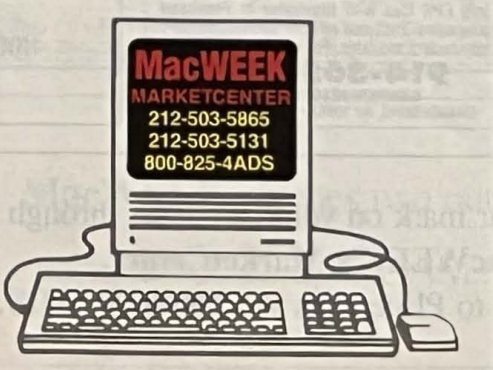

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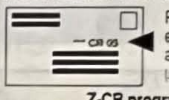

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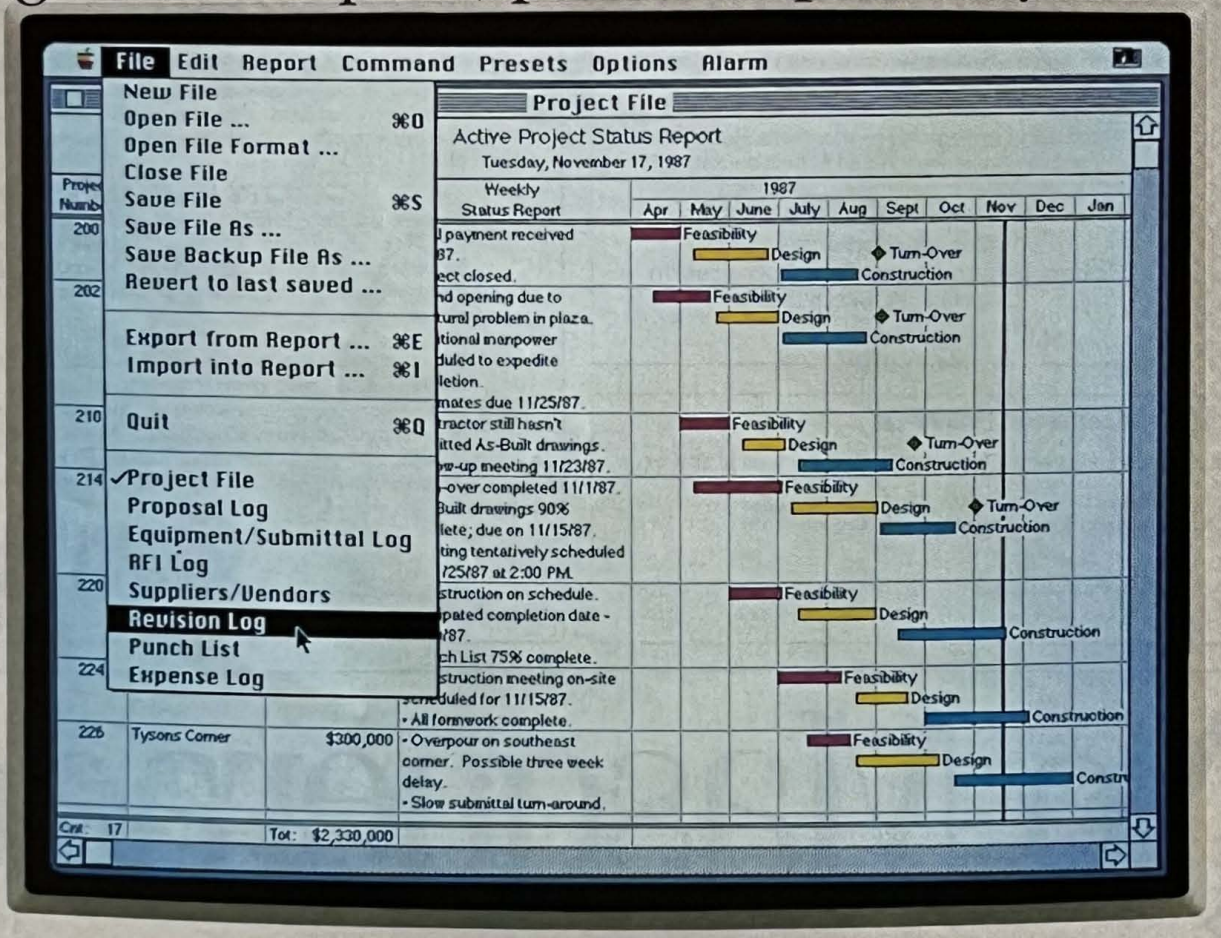

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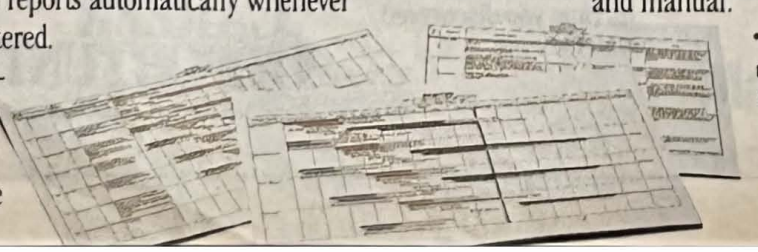

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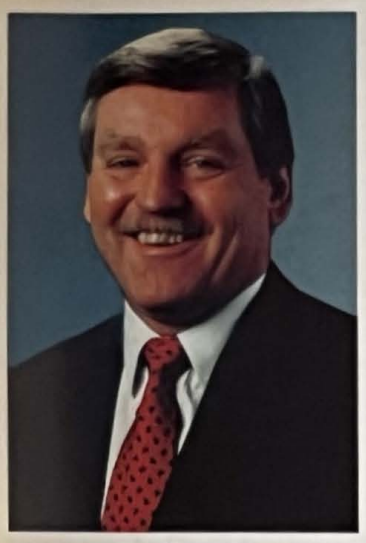


Robert Puette, 48, said he now leaves his tie at home since departing from HP to assume the presidency of Apple USA.

Puette: We will reinforce Mac's real contributions

By Rochelle Garner

Cupertino, Calif. — When Apple appointed Robert Puette as president of its Apple USA division, it found an outside talent with a reputation for straight shooting and knowledge of the personal computing industry's marketing and distribution channel.

Puette (pronounced pew-ETTE) has spent half his 48 years at Hewlett-Packard Co. For the past nine years, he has been general manager of HP's Personal Computer Group, which he helped start. Before that, he was general manager of the company's Computer

See Puette, next page

Lotus ruling: Will it stifle or protect innovation?

By Carolyn Said

Boston — A recent decision in a closely watched software copyright-infringement case has stirred fresh debate about whether tight legal protection hurts or helps the computer industry.

A U.S. district court judge here ruled late last month that VP Planner, a $99 spreadsheet from Berkeley, Calif.-based Paperback Software International, used commands and a user interface so similar to those of the $495 Lotus 1-2-3 from Lotus Development Corp. of Boston that they violated Lotus' copyright. Paperback said it plans to appeal.

The lawsuit continues the trend of extending copyright protection to the appearance of programs as well to as the underlying code.

In one immediate consequence of the decision, Lotus last week filed a similar copyright-infringement lawsuit against Borland International of Scotts Valley, Calif., and The Santa Cruz Operation Inc. of Santa Cruz, Calif., over their spreadsheets. Borland promptly responded with a suit seeking court confirmation that it does not infringe Lotus' copyrights.

Some experts worried that the decision might encourage a rash of lawsuits from other large companies. "By filing a complaint for $20,000 or $30,000, a lot of large companies can suppress innovation and competition very easily," said G. Gervaise Davis, a Monterey, Calif., lawyer who specializes in computer issues.

"This decision is the last thing in the world the American computer industry or consumers need," Davis said. "It says the first guy who does something owns it. It forces everyone else to do things

See Lotus, Page 115

Adobe earnings in accord with lowered estimates

By Pamela Pfiffner

Mountain View, Calif. — Adobe Systems Inc. last month reported second-quarter earnings that were consistent with the lowered estimates that sent its stock plummeting in May and prompted several class-action lawsuits.

For the quarter ending June 1, Adobe's revenues were $35.3 million, up 26 percent compared with the same period a year ago, but down $2 million from the immediately preceding quarter's.

Net income inched up 4 percent from last year to $7.88 million, or 36 cents per share, up a penny from last year.

Revenues from applications, including fonts, rose 66 percent to $12.27 million, up from $7.4 million last year. Royalty revenues from Adobe's 29 PostScript licensees for the quarter totaled $21 million, more than three-fifths the company's total sales.

See Adobe, next page

Mitch Hall tightens hand on press passes

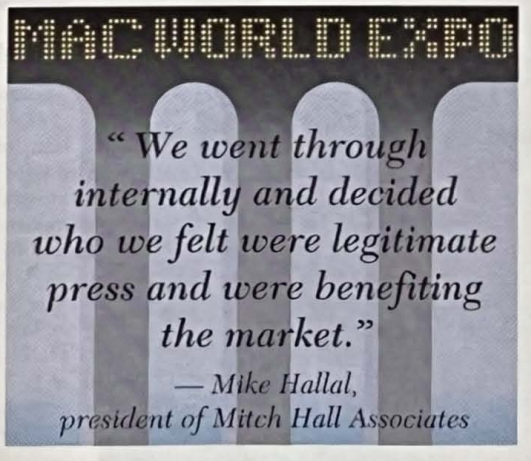
By Elinor Craig

Dedham, Mass. — A host of writers and publishers, including some of the most respected names in the industry, have been denied press passes to the August Macworld Expo in Boston.

Citing a burdensome number of press-pass requests, show organizer Mitch Hall Associates said last week that it is severely restricting the number of passes offered. Five years ago the group issued 600 to 700 such passes; by last April, the total had reached 1,500.

"We wanted to establish who is legitimate press and was benefiting the market," said Mike Hallal, president of Mitch Hall Associates.

The company, based here, apparently does not consider noted computer analysts Jonathan Seybold or Esther Dyson to be legitimate representatives of the press, although both publish widely followed industry newsletters. Steve Bobker, former editor of MacUser and now a free-lance contributor to MacUser and Computer Shopper, said he too received a letter informing him that he is not eligible for a pass, although he had not requested one.


MACWORLD EXPO
" We went through internally and decided who we felt were legitimate press and were benefiting the market."
— Mike Hallal, president of Mitch Hall Associates

Newsletter editors and free-lancers weren't the only ones hit by the new policy. Russ Ito, associate editor/reviews at MacUser, said he and several other staff editors at the monthly had also received letters denying them press passes.

"I think it is tacky and offensive," said Dyson. Seybold said he is not only offended, he considers the move a severe handicap to free-lance writers.

"Show management has an obligation to qualify press people, usually by insisting on proof that the person does, in fact, represent a legitimate publication and is going to write about the show," Seybold said. "But this appears to be a

See Macworld Expo, next page

Business BRIEFS

Electronics for Imaging files countersuit against Adobe

San Bruno, Calif. — Electronics for Imaging Inc. has followed through on its threat to countersue Adobe Systems Inc. over a disputed color patent.

EFI last month filed a counterclaim, asserting that Adobe Photoshop and PostScript Level 2 infringe on a patent for color reproduction technology developed at the Massachusetts Institute of Technology in Cambridge and licensed exclusively to EFI.

In a pre-emptive move, Adobe had filed its own suit on May 30 asking the court to declare that the MIT patent is invalid and that Adobe has not infringed on it. The two companies had previously been negotiating for Adobe to license the patented technology. EFI and Adobe are now in the discovery stage of their lawsuits. No court date has been set.

Court approves Jasmine reorganization plan

San Francisco — Jasmine Technologies Inc. said last month that its plan for reorganization has been approved by the U.S. Bankruptcy Court for the Northern District of California and that it can proceed with its sale to French computer company Chess S.A.

The company, which filed for Chapter 11 protection in March, has mailed the plan to its remaining creditors (many of whom are individual users), who have until July 13 to respond.

But even if they should unequivocally reject the plan, the reorganization and sale should go through. Individuals account for only 20 percent of Jasmine's creditors, while companies such as Quantum Corp., Fujitsu America Inc. and Qume Corp. make up the remaining 80 percent.

According to Jasmine President William T. Bayer, the company should be out of Chapter 11 by July 18.

"It's been a struggle," Bayer said. "I would like to have had it run smoother. I had no idea of the level of debt when I came in here."

Supreme Court refuses to hear Apple shareholders' appeal

Washington — The U.S. Supreme Court last month refused to hear an appeal by disgruntled Apple shareholders who claimed that Apple misled investors just before its stock plunged 75 percent in 1983.

The suit focused on upbeat statements Apple made about the Lisa computer and accompanying Twiggy disk drive before their ill-fated 1983 debut. In September 1989, the 9th U.S. Circuit Court of Appeals ruled that Apple's exuberance about the Lisa was offset by more-dismal forecasts in the press (see MacWEEK, Oct. 3, 1989). That decision will stand because the high court refused to hear the shareholders' appeal.

In last year's decision, however, the circuit court also ruled that Apple and top officials must stand trial on whether they misled investors about Twiggy, which suffered from slowness and unreliability. The path is now clear for the Twiggy trial to proceed, since the Lisa part of the case has been settled.

Softsel/Microamerica adopts new name of Merisel

El Segundo, Calif. — What used to be Softsel/Microamerica is now Merisel.

The international hardware and software distribution company, based here, said last month that all of its U.S. and Canadian operations have adopted the new name, except Macamerica, its Mac-specific distribution group.

The company grew out of the merger earlier this year of two of the industry's largest distributors. The "Mer" in its new name derives from Microamerica, Merisel said, while the "sel" is taken from Softsel and the "i" represents the company's international focus.

Adobe

From previous page

Royalties from Apple accounted for 23 percent of Adobe's total revenue for the quarter.

The results, some analysts said, reflected softness in the PostScript printer market. "Adobe doesn't have a huge problem in terms of revenues, but its earnings are entirely dependent on printer sales," said David Schechter, an analyst with H.C. Wainwright & Co. in Boston. Schechter said the success of non-PostScript printers from Hewlett-Packard Co. and other vendors is taking a toll on Adobe.

According to Angele Boyd, director of printer research at International Data Corp. of Framingham, Mass., market share for PostScript printers has slipped from 22 percent in 1988 to 17 percent in 1989. Boyd said that many who use printers for desktop presentations and text applications are finding they do not need the graphics-imaging capabilities of PostScript. □

Puette

From previous page

Support Division, where, in the words of an official Apple announcement, he "turned a traditional cost center into one of Hewlett-Packard's most profitable divisions."

The new executive arrives at Apple USA with a solid reputation among industry analysts. "I think he understands the business and the inherent trends in the personal computer world of today," said George Elling, first vice president with New York-based Merrill Lynch Research, who follows HP. "I think he will blend well with the people of Apple, which is traditionally more showy, with his more thoughtful type of presence."

Puette is credited with helping to bring HP's worldwide personal computer efforts into the market mainstream, pushing the concept of IBM PC compatibility.

"Puette did well with the challenges at HP, although those are different from the challenges he'll face at Apple," Elling said.

In an interview with MacWEEK, Puette discussed, and in some cases declined to discuss, a host of issues.

Regarding compensation, for example, Puette said, "I'm not going to tell that to anyone. You'll have to read it in the proxy statement." And while refusing to describe his negotiations with Chief Operating Officer Michael Spindler, to whom he will report, Puette did say that the two had "met several times, and we both looked to see if we could work together. I think we'll work together really well because we share common traits. We're both open about what's on our minds. Nothing's hidden when you're dealing with me; I've tried, but I can't do it."

Puette, who described his new position as "one of the top jobs in the personal computer business today," said that he expects to boost Apple's domestic sales by looking at a variety of issues, including advertising, marketing and channel relationships.

On marketing, for example, Puette said he will "spend a lot of time picking the marketing segments that we will address, then develop programs around those segments. We also will reinforce on a broader scale the real contribution that the Mac environment brings. I definitely will be involved in the ad program. I think we need to beef up the message of ease of integration and installation."

Regarding Apple's push for dealer specialization: "I feel good about market segmentation because it's tough to be a generic marketer and make money," Puette said. "Everybody has to make money in the chain, if everything's going to work."

On margins: "If resellers don't make money selling Macs, we have to do something about it," he said. "The technical marketplace is an area I understand very well. HP has done very well in the CAD marketplace, for example, so I understand a fair number of players. I'm basically in the learning phase, though, when it comes to seeing how Apple fits in that business." □

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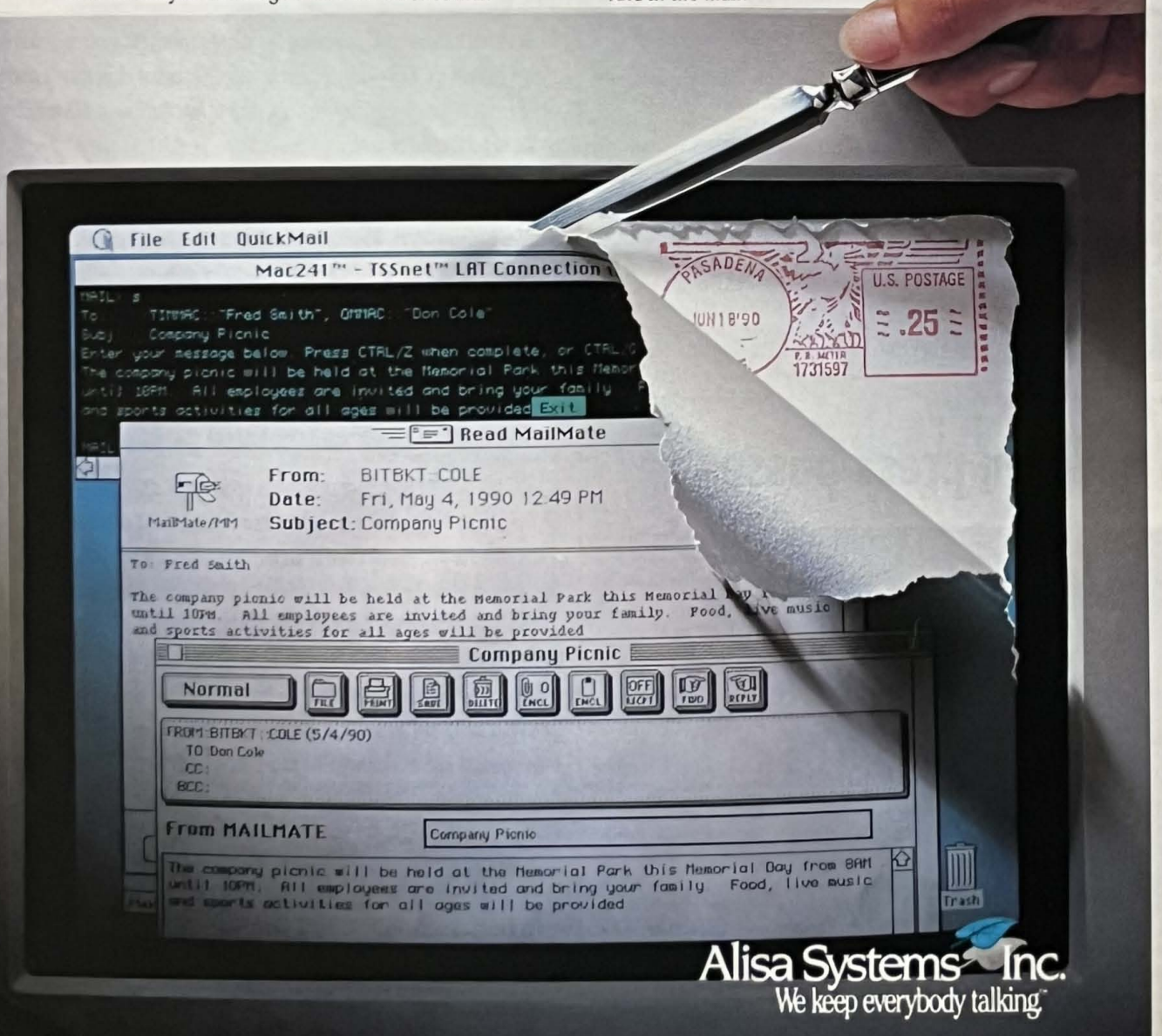

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Macworld Expo

From previous page

wholesale purge of most of the press people."

Hallal responded by saying that each publication will receive a certain number of passes and can decide who will get them. Several computer editors, however, said that the limit will make providing timely information to their readers much harder.

"Mitch Hall has been a thorn in everyone's side for years," said Michael Miley, an editor at MacUser. "It is another hallmark of Mitch Hall's insensitivity to vendors and publishers alike."

Vendors also responded with concern.

"Vendors go to the expo for press coverage as well as client contact," said John Murphy, vice president of sales and marketing at Mouse Systems Corp. of Fremont, Calif. "We depend on the show management to provide us with credible reporters and writers. Time is too valuable for us to train our sales representatives to screen for editorial on the spot."

Hallal refused to disclose the number of press passes that were offered. □

Settlement near in Motorola-Hitachi patent dispute

Court stays 68030 ban at request of both parties

By Carolyn Said

Washington — After being held hostage in a patent dispute for several months, Motorola Inc.'s 68030 microprocessor, the brains of the Mac II family, has won what appears to be a permanent reprieve.

Battling chip-makers Motorola and Hitachi Ltd. announced late last month that they have agreed to agree about their patent feud. The companies jointly applied to the U.S. Court of Appeals for the Federal Circuit here for a stay of a lower court's injunction against their disputed products. The appeals court granted the stay, ensuring that shipments of the chip will continue.

"We are pleased with the settlement framework [reached with Hitachi] and feel that, combined with this new stay, our customers remain assured of an uninterrupted supply of Motorola's 68030 microprocessor," Motorola said in a prepared statement.

Despite the threat of a ban against the chip, which a federal judge in Texas invoked twice (most recently late last month), the '030 was never in real danger of a permanent embargo, experts said. Motorola sought and won an emergency temporary stay of the judge's June ban within hours after it was issued (see MacWEEK, June 26).

"It's very clear the district court was angry at the parties for not settling the case [out of court]. But given the just-in-time method of manufacturing and the fact that Apple said it had only eight days' worth of chips on hand, no court would let the ban stand," said G. Gervaise Davis, a computer lawyer in Monterey, Calif.

"It served Motorola's case to drag things on as long as possible. They weren't going to lose '030 customers, because they're committed. Hitachi doesn't have customers [for its H8 microprocessor] yet, so it lost more [from the ban]," said Michael Slater, editor of the Microprocessor Report in Sebastopol, Calif. "Motorola knew it could always fight in court until the last minute, and if in the end it lost in court, it would just have to be more open in reaching a settlement," he said.

Slater said he suspected that Motorola had cranked up its production of the '030 during the past few months so that important customers such as Apple could stockpile the vital component. In court papers filed in March, Apple had said it keeps only an eight-day supply of '030s on hand; late last month, however, the company said that its inventory "remains appropriate for present market demands."

Although Motorola and Hitachi said the terms of their tentative accord are confidential, experts speculated that it most likely is a cross-licensing agreement. Reaching a final settlement may take two or three months, Hitachi said. □

Lotus

From Page 113

different ways. It goes the opposite way of standardization."

Susan Nycum, a computer law attorney in Palo Alto, Calif., agreed. "There is going to be a cooling effect, if not a chilling effect, on other companies' enthusiasm for developing similar products," she said. "It will be pretty hard to go up against an established product."

In contrast, Esther Dyson, editor of New York-based Release 1.0 newsletter, said she thought the decision would promote new ideas. "I think it encourages innovation because people aren't doing the same stuff over and over," Dyson said.

"If you're going to take something and improve upon it, you should license it," she said. "Developers might invest a little more money in their products to do a good job to get people to license them. It's better than if everyone does a second-rate job."

Some legal observers said that the ruling might help Apple in the industry's most celebrated look-and-feel suit, Apple vs. Microsoft Corp. and Hewlett-Packard Co. Apple's lead counsel, Jack Brown of Brown & Bain in Phoenix, agreed that the ruling was directly in line with Apple's position.

"It's a very scholarly, well-written opinion. It addresses the issues raised by Microsoft and Hewlett-Packard quite directly," Brown said. "I thought it was a very useful additional precedent for our case." □

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MAC ON-LINE

MarketWEEK

STOCKWATCH

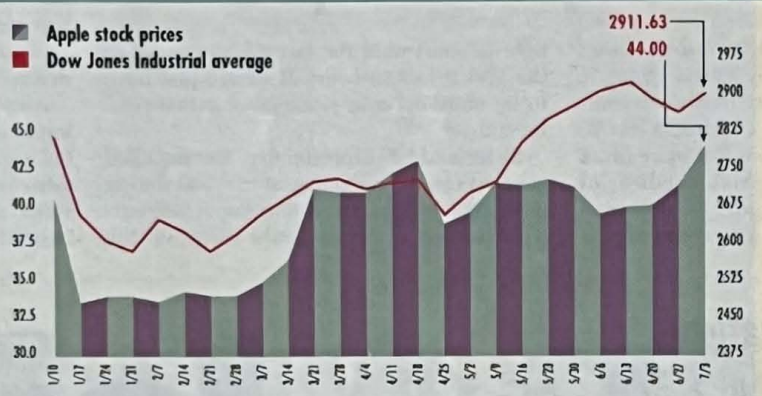
Apple, Ashton-Tate winners in holiday-shortened trading

Technology stocks pressed ahead in holiday-shortened trading.

Winners for the week ending July 3 included Apple, which gained 6.02 percent to break out of its narrow trading range. Wall Street applauded Apple's decision to not sell its Claris Corp. subsidiary. Ashton-Tate Corp. saw the largest percentage gains in MacWEEK's portfolio, climbing 10.99 percent. Analysts recently upgraded their sales and earnings expectations for the software company.

Seagate Technology Inc. also gained last week, rising 4.59 percent after settling a lawsuit with Conner Peripherals Inc. over a supply dispute. Under the agreement, Seagate will supply Conner with thin-film heads until 1991 in return for Conner dropping its legal action.

Businessland Inc. and Microsoft Corp. were the losers last week, falling 1.59 percent and 5.57 percent, respectively.



Mac-related stocks

	CLOSING 6/27/90	CLOSING 7/3/90	PERCENT CHANGE	P/E RATIO	ANNUAL HIGH	ANNUAL LOW
MAC-RELATED COMPANIES						
Adobe Systems Inc.	37.00	38.00	2.70	22	50.75	14.00
Aldus Corp.	27.00	28.25	4.63	25	28.25	12.25
Apple	**41.50**	**44.00**	**6.02**	**11**	**50.38**	**31.88**
Ashton-Tate Corp.	11.38	12.63	10.99	-8	18.00	8.75
Businessland Inc.	7.88	7.75	-1.59	31	13.63	6.50
Microsoft Corp.	76.25	72.00	-5.57	34	78.75	25.75
Motorola Inc.	83.13	85.50	2.86	22	88.38	51.00
Seagate Technology Inc.	13.63	14.25	4.59	7	19.75	10.25
3Com Corp.	16.38	16.38	0.00	23	19.25	10.00
INDUSTRY INDICATORS						
Digital Equipment Corp.	82.13	83.75	1.98	16	103.38	69.50
IBM Corp.	118.00	117.63	-0.32	18	122.25	93.38
Sun Microsystems Inc.	32.38	33.13	2.32	74	34.38	13.00

Compiled by Nordby International Inc., Boulder, Colo.

MARKETWATCH

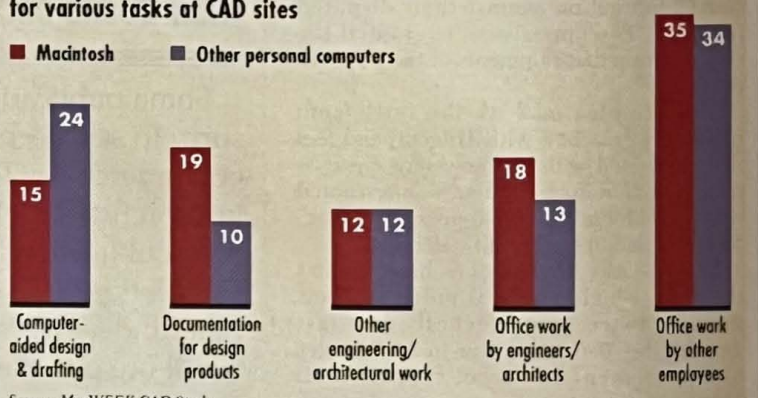
Mac used more often at CAD design stage than in drafting

A recent MacWEEK study on subscriber sites that purchase CAD software found that respondents used Macs only 15 percent of the time for computer-aided design and drafting on average.

As a CAD project progresses to its final stages, the Mac handles an increasingly smaller share of the work. On average, about one-third of the Mac's time is spent on final production drawings.

However, the Mac plays other roles at CAD sites. For example, 19 percent of the Mac's time is used for documentation for design products and 18 percent is used in office work by engineers and architects — *By Nathalie Welch*

Average percentage of time personal computers are used for various tasks at CAD sites



Source: MacWEEK CAD Study

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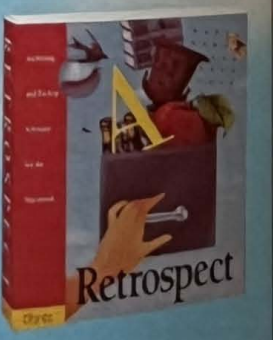

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MWK AD-32

Fat times on Apple's dime

While many spent last week's holiday totally immersed in celebrating the nation's 214th birthday, Mac the Knife managed to block out a few moments to ponder Apple's decision to keep Claris. At first glance, it does seem to be a good strategic play for Apple, in spite of the obvious risk of alienating smaller third-party developers.

The Knife agrees with Apple's Randy Battat, who thinks Claris has a lot to offer, including its XTND technology. When used for file translation, as in MacWrite II, the Claris technology beats Apple File Exchange hands down. Randy also is known to be especially fond of the Claris HyperCard-based on-line help system. Both, according to Randy, are examples of system-software extensions that could benefit the entire Mac community.

The desire to emulate Microsoft's success as both a system-software and application-software developer certainly has its merits. As Bill Gates would probably tell you, stock ownership can be a thing of beauty. The Knife figures that Apple's purchase of the 20 percent of Claris stock owned by Claris employees undoubtedly has BMW dealers throughout the valley salivating. While Bill Campbell probably has a long way to go to attain Bill Gates' multibillionaire status, the stock sale secured his millionaire status along with that of his seven top lieutenants. The Knife suspects that a good portion of the rest of the staff is happy to be instant thousandaires.

Backing counts. Of course, all the news out of Silicon Valley last week didn't come from just one company. Digital F/X is busy preparing to introduce a video-editing system for the Mac. The system, which consists of software, an external box and a card, is full-featured and dramatically less expensive than current offerings from other companies. Since Digital F/X investors include Apple, Kleiner Perkins, Mitch Kapor and John Warnock, the Knife's sources say this is one company to watch.

The Knife also reports that Edsun Laboratories, based in Cambridge, Mass., is shopping around an anti-aliasing chip to such heavyweights as Microsoft and Apple. Sources claim that the company already has signed agreements with major vendors who plan to incorporate the innovative chip (which makes eight-bit color look like 24-bit) in future products.

Fancy new color-display options can only increase the demand for color output and input devices. Possibly recognizing this fact, Epson has made the decision to grab a piece of the color scanner market. Incorporating the same Epson engine currently used in the low-cost La Cie Color Scanner, the Epson scanner is expected to offer similar features.

Sources close to Dantz Development Corp. report that the company is planning to release a new network backup and archiving product, to be called Retrospect Remote, sometime next month. The product will boast a long list of features, including background operation, multiple-zone support and a sophisticated scripting language designed to simplify backup operations.

Hot times in Beverly Hills. The sun was bright enough to melt the cheese at Apple's outdoor reception during the recent Seybold Digital World conference. As a result, the Knife and most of his sources gravitated to air-conditioned environments — including the lobby of the Beverly Hilton Hotel — whenever possible. The word in the lobby was that System 7.0 betas will ship to all Apple developers in a month or so. The developers fervently hope that Apple will have finalized all design decisions and documented them well enough that developers can go ahead with their System 7.0-specific applications.

Unless Apple relents on its policy of prohibiting demonstrations of System 7.0 by third parties with their products, there will be a lot of unhappy developers and many private demonstrations at the August Macworld Expo in Boston. The unfortunate timings and delays have developers in a bind. Do they introduce new features now or do they wait to put them in fancy System 7.0-only applications? □

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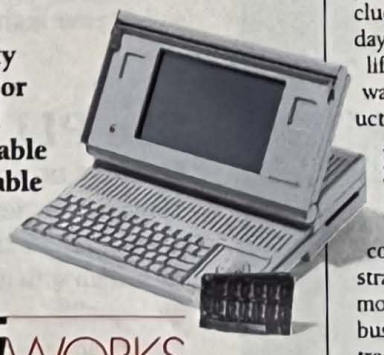

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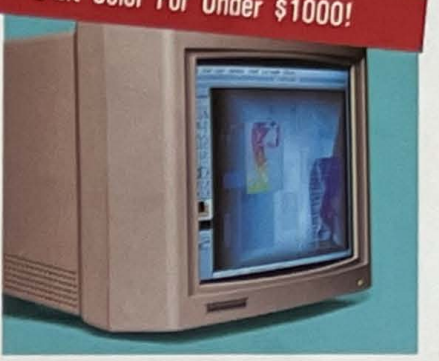

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